



# ■ spotlight

June 2013 Vol. 46 No. 6

# NEW ORLEANS CONVENTION 2013

A monthly publication spotlighting top producers of American Income Life and National Income Life



**Roger Smith**  
Chief Executive Officer  
AIL & NILICO

## Laissez les bons temps rouler!

Let the good times roll!

*“What happens in Vegas may stay in Vegas, but what happens in New Orleans, goes home with you.” — Laurell K. Hamilton*

The 2013 AIL/NILICO Convention is now just a memory, but what a memory! It was truly everything that you'd expect from New Orleans and more.

I don't know how many of you remember, but the 2006 Convention was scheduled to be held in New Orleans. We had to relocate because of Hurricane Katrina. In 2010, we came back for the Spring SGA meeting and we were privileged to take part in a Habitat for Humanity project to help in the rebuilding process. It felt good to finally make it back for Convention. I think the city of New Orleans deserves an enormous amount of credit for how far they've come after facing such devastation.

Hurricane Katrina was not even close to the first hardship to befall New Orleans. As a matter of fact, throughout its history, you could say “it's always something.” The city has survived wars, hurricanes, fires and countless other disasters. New Orleans has become a symbol to this country and the world, of courage, strength, hope, resilience and just plain stubborn determination not only to survive, but to overcome and thrive.

And through it all, they still remember how to throw a heck of a party!

Speaking of overcoming and thriving, I can think of no more apt an example than this year's keynote speaker at General Session, Chris Gardner. He came back from being a homeless single dad to become the CEO of his own multi-million dollar brokerage firm and a highly sought-after motivational author and speaker. You know you've made it when A-list actor Will Smith plays you in the movie of your life (*The Pursuit of Happyness*)! General Session attendees received copies of Chris's latest book, *Start Where You Are*.

Author Eliza Tabor once wrote: “Disappointment to a noble soul is what cold water is to burning metal; it strengthens, tempers, intensifies, but never destroys it.”

I certainly think the term “noble soul” is fitting to describe Chris Gardner, but then, it is also applicable to describing each one of you.

What could be nobler than helping to provide financial security for working families, and, in doing so, contribute to the welfare of your own family? Several of our top producers alluded to the sacrifices they made in the name of their families in their acceptance remarks on Awards Night. It was often quite emotional as we heard of how *Opportunity Unlimited* has taken families to a level they had never dreamed possible.

The final night of Convention is typically a pull-out-all-the-stops bash to send everyone home in style. The masquerade party and contest did not disappoint! In addition to being elegant, creative and beautiful, there was an abundance of Cajun food and rockin' zydeco music. We burned up the dance floor!

You know, like every other business in this crazy global economy, we've seen our share of challenging times. But, like the brave people of New Orleans, each time challenges arise, we keep coming back... smarter, sharper, stronger, more focused, more driven, more determined than before.

More than anything, I think this Convention was about celebrating drive, determination and achievements. It was a celebration of unbeatable spirit — that's the spirit of New Orleans and that is the spirit of AIL/NILICO.

Please plan to join us next year in San Francisco.

### spotlight

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## sga career track New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@aillife.com](mailto:futuresga@aillife.com).

## total bonuses paid out

This month AIL and NILICO paid a total of \$2,849,133 in bonuses. For more information on the monthly bonuses, turn to Page 26-33.

**Total: \$2,849,133**

## required retention rate

**Effective Jan. 1, 2013**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

**Retention: 69.0%**  
**Net to Gross: 78%**

## dates to remember

eApp business and paper applications subject to the **7 day hold** should be uploaded or sent to Home Office by **Wednesday 07/24** before 2:00 P.M. CST. Paper apps for areas excluded from the 7 day hold and PR credits must be at HO by **Friday 07/26** to count for **July** production.

## code of business conduct & ethics

Torchmark and AIL/NILICO are committed to maintaining a business atmosphere and working environment based on honesty, fair dealing and sound business ethics. Please find The Torchmark Corporation Code of Business Conduct and Ethics by logging in to the Agency Resource Center at [www.aillife.com/arc](http://www.aillife.com/arc) or [www.nilife.com/arc](http://www.nilife.com/arc) and clicking the Torchmark Corporation Code of Business Conduct and Ethics link at the very bottom of the page. This Code of Conduct expresses the standards of integrity and business conduct that all Company directors, officers, employees and independent contractors must uphold and follow. The Code is provided to help you understand what the Company expects of you and should be read carefully.

## \*look for the asterisk

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2014 Awards Presentation are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. You can view the 2014 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). *Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful Hilton San Francisco Union Square hotel located in San Francisco, California! The convention will be held May 29 - June 1, 2014.*



anniversaries  
& promotions

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may  
records

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2013  
convention

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award  
winners

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closer to  
the heart

pg. 15



LOOK  
FOR ME!

# ANNIVERSARIES

**44 Years of Service**  
Pater Nielsen, PR  
**32 Years of Service**  
Bert Feldman, MGA  
**31 Years of Service**  
George Farenthold, PR  
**23 Years of Service**  
John McCreary, RGA  
**21 Years of Service**  
Richard Case, PR  
**20 Years of Service**  
Patrice Amador, MGA  
**19 Years of Service**  
Brian Traboulay, SGA  
**18 Years of Service**  
Cheryl Cook, PR  
**17 Years of Service**  
Sandra Knapp, PR  
Patrick Parisi, AGT  
**15 Years of Service**  
Preeti Sahgal, AGT  
**14 Years of Service**  
Julie Aprahamian, AGT  
James Schneider, AGT  
Mario Soljan, PR  
**13 Years of Service**  
Lorena Barriere, AGT  
Elizabeth Hodgson, AGT  
**12 Years of Service**  
Susan Bergh, GA

Jim Bianchi, SGA  
John Bulecza, AGT  
Volodymyr Derevyanyy, MGA  
Tracy Haden, AGT  
Christopher Hernandez, SGA  
Cas Robinson, PR  
Jeremy Welch, SGA  
Matthew Wolfanger, SGA  
**11 Years of Service**  
Robert Boyer, AGT  
Chad Deley, SGA  
Daniel Potilechio, MGA  
Yvonne Zarathustra, PR  
**10 Years of Service**  
Samson Adelufosi, AGT  
Micah Cohen, SGA  
Anthony Mele, AGT  
Crystal Reeves, AGT  
**9 Years of Service**  
Nicholas Engrav, MGA  
Rita Haidinger, RGA  
Michael Laramie, RGA  
Randy Teyssier, RGA  
**8 Years of Service**  
David Guzman, GA  
Alina Latinsky, GA  
Natalie Linker, MGA  
Alan Silverman, AGT  
Ryan Tucker, MGA

**7 Years of Service**  
Daniel Armstrong, AGT  
Jason Ihle, PR  
Mathew Mealey, RGA  
**6 Years of Service**  
Robert Granzow, AGT  
Dmitriy Kagan, RGA  
Brian Lee, AGT  
Jennifer Mitchell, GA  
Lori Vaughn, PR  
Daniel Walton, GA  
**5 Years of Service**  
Mercedes Ayala, AGT  
Caleb Douce, AGT  
Rosemary Fleming, AGT  
Steven Rotherforth, AGT  
Thomas Vena, MGA  
Jack Wang, AGT  
**4 Years of Service**  
Shannon Bennett, PR  
Pamela Furuya, MGA  
Amandeep Gill, AGT  
Pelenatete Lamsam, AGT  
Katie Massart, AGT  
Ronald Rennich, SA  
Lisa M Richardson, GA  
Samvel Tigranyan, AGT  
**3 Years of Service**  
Karen Barbour, GA  
Charles Belt, GA

Corey Bryant, GA  
Jordan Chalom, MGA  
Michael Clemente, MGA  
Steven Cox, GA  
Oscar Flores-Najarro, AGT  
Erna Gasanin, GA  
Laaina Havea, SA  
Kenneth I Johnson, SA  
Melne Lewis, MGA  
Dennis Munro, AGT  
Tone Munro, AGT  
Eric Peyton, SA  
Patrick Rieger, AGT  
David Rockway, GA  
Jonathan Santiago, AGT  
Beverly Smith, AGT  
Mohamed Tawfik, AGT  
Tami Williams, PR  
**2 Years of Service**  
Kelly Aaron, SA  
George Babish, AGT  
Zachary Bradshaw, AGT  
Lawrence Broussard, AGT  
Carlo Buhay, AGT  
Maryna Danielian, AGT  
Christa Davis, PR  
Ashley Delevieleuse, MGA  
Dion Dizon, PR  
Debra Esquivel, SA  
Brian Gilmore, GA

Louis Giogaia, MGA  
Daymon Green, SA  
Jenna Gula, GA  
Andrew Hermsillo, SA  
Cristi Huffman, AGT  
Roosevelt Jeanty, AGT  
Stefan Johannsson, AGT  
Ronald Kutruff, SA  
Darrell Nelsen, GA  
Vaine Rere, SA  
Elizabeth Reyer-Corley, PR  
Kevin Ristau, MGA  
Salman Satti, RGA  
Clinton Spaeth, GA  
Kevin Talbot, GA  
Ronald To, AGT  
Rona Turner, SA  
Vernin Vigier-Reynoso, AGT  
Abdul Yusuffi, SA  
**1 Year of Service**  
Twalya Alexander, SA  
Ishrana Ali, AGT  
Andrew Angleton, SA  
Joshua Baker, AGT  
Paul Basek, AGT  
Jocelyn Bolito, SA  
Corinne Bradley, AGT  
Lytoni Brown, AGT  
Collin Cambridge, SA  
Marketa Clark-Mills, SA

Michael Coulthard, SA  
Xander Davis, GA  
Edward Defurio, AGT  
Robin Delahoussaye, AGT  
Vicky Ducharme, AGT  
Lalofau Faailiiti, SA  
Fadi Farha, SA  
Melody Ferguson, GA  
Kelvin Fernandez, GA  
Taurean Flournoy, AGT  
Micah Focken, SA  
James Gallo, SA  
Joyce Gay, AGT  
Chris Greer, GA  
David Grovu, SA  
Debra Guay, AGT  
Genesisjane Hall, SA  
Justin Hamel, SA  
Marjorie Hansen, SA  
Damon Harris, AGT  
Calvin Irving, SA  
Leslie Jacobs, SA  
Jennifer Judd, GA  
Jacqueline Kabluyen, AGT  
Albert Kauderer, GA  
Denville Loney, AGT  
Andera Long, AGT  
Mark Macaulay, AGT  
Bruce Mainprice, AGT  
Darrick Mallett, SA

Conny Malo, AGT  
Brandon Marshall, GA  
Jonathan Martinez, AGT  
Joshua May, GA  
Nichet Mayo, AGT  
Ernest Mayoros, AGT  
Jerry McKean, GA  
Igor Melcharek, SA  
Ugo Menichelli, AGT  
Jamie Merva, SA  
Marjorie Mesias-Ramirez, AGT  
Troy Moore, AGT  
Muluken Muchie, AGT  
David R Nelson, SA  
Shannon Neville, SA  
Dorothy Niederer, AGT  
Nneka Nwani, SA  
Eric J Palmer, SA  
Robert Park, AGT  
Angel Patryluk, AGT  
Laresha Payton, SA  
Nicholas Pelham-Clarke, SA  
Bradley Pierson, SA  
Kelly Pilling, MGA  
Samuel Quinones, AGT  
Audra Richardson, AGT  
Kevin Rigney, GA  
Edwin Rodriguez, SA  
Kyle Rogers, SA  
Nancy Rojas, AGT

Deborah Sanchez, SA  
Raymond Scaramuzzino, AGT  
Jeffrey Schumacher, AGT  
Maxx Schumann, SA  
Duane Shaw, SA  
Raimonda Simkontene, AGT  
Lyon Smith, SA  
Brooke Spain, MGA  
Alofi Suasua, SA  
Ofa Tavake, SA  
Jackie Taylor, AGT  
Joseph Tierno, SA  
Dennis Urbanowski, MGA  
Samuel Vasquez, AGT  
Christopher Velazquez, SA  
Jace Wainwright, PR  
Justin Wallace, SA  
Michael Welsch, SA

# PROMOTIONS

**State General Agent**  
Mitch Duplantis  
**Regional General Agent**  
Charley Forshee  
Kyle Klipp  
Natalie Wagner  
Bettie Wallace-Moore  
Jason Young  
**Master General Agent**  
Katherine Campbell  
Casey Cash  
Jerid Ferranti  
Joseph Havlik  
Jennifer Holliday  
Tiare Hubbard  
Amanda Irving  
Andy Jaikaran  
Thomas King  
Virginia Lee  
Lleison Martinez  
Kayla McIver

William Park  
Michael Roe  
John Rohner  
Scott Schwartzkopf  
Angela Willis  
**60% General Agent**  
Gregory Akre  
Qualesia Bullard  
Maren Conaway  
Jason Fuller  
Laura McCurry  
James Moland  
John Nieves  
Douglas Peak  
Michael Proctor  
Maria Soliz  
Bess Wilson  
**57.5% General Agent**  
Susan Bedrossian  
Shorne Brown  
Carlo Buhay

Veronica Carrion  
Frank Colletti  
Justin Crawford  
Javier Diaz  
Violetta Goldman  
Stephen Gross  
Krin Hall  
Jennifer Judd  
Mark Lomonaco  
Katherine Lorenz  
Tiara Manning  
Andrew McCarthy  
Dorothy Niederer  
Robert N Phillips  
Gary Richard  
Victor Schwenoha  
Brandi Stone  
Josh Tompkin  
Christopher Velazquez  
Richard Waite

**55% Supervising Agent**  
Daniel Acosta  
Emcie Aleman-Martinez  
Stephen Austin  
Eva Belle  
Richard Brock  
Thomas Butterworth  
Thomas Clark  
Robert Conway  
Danyle Daniels  
Levi Davis  
Jordan Dyer  
Levar Ellis  
Dacorris Ford  
September Garrett  
Gregory Grady  
Douglas Green  
Azhley Guardiola  
Crockett Hackett  
Christopher Hanson  
Robert Hanson

Daniel Hathorn  
Atreju Hood  
Lana Johnson  
Sonja Koryhaio  
Hector LaPorte  
Rory Larkin  
Hal Lawrence  
Vonda Loi  
Yeni Losano  
Alexis Manriquez  
Anessa Martell  
James McLin  
Crystal Neal-Little  
Altha Pappas  
Travis Petroff  
Crystal Ridgway  
Altagracia Sanchez-Del-Real  
Jason Theriot  
Rex Thompson  
Andrew Wagner  
Maegan Ward

Timothy Wissell  
**52.5% Supervising Agent**  
Kelly Aaron  
Anthony Abatecola  
Tyler Adabahr  
Richard Brock  
Austin Allen  
Cameron Bain  
John Barnes  
Toni Barnes-Roberts  
Alejandro Basulto  
Daniel A Bauer  
Sabrina Best  
Tracie Bettencourt-Mejias  
Albert Binman  
Louis Bloukos  
Jocelyn Bolito  
Steven Bosworth  
Timothy Buckner  
Joshua Burda  
Lyndsay Burnett

Kyle Butler  
Katrina Campbell  
Jason Carbajal  
John Constantini  
Timothy Decker  
Carolyn Delaney  
James DePetro  
Ashley Dickey  
Mara Duckett  
Joshua Eden  
Danny Favreau  
Stephen Fuller  
Kristyana Garba  
Anthony Garcia  
Benjamin Gennis  
Sarah Gilmore  
Donte Grant  
Shayne Guinn  
Patrick Guthrie  
Victor Hallman  
Richard Hambrick

Robert Holbrook  
Garrett Iida  
Erica Jimenez  
Ashley Johnson  
Nathan Jollymore  
Mark Joseph  
Ratu Kani  
Sashi Karan  
Richard Kresge  
Norman Krumenacker  
Brittini Kwiecien  
Craig Lawson  
Jonathan Leitzel  
Deborah Lenzen  
Chuan Lin  
Matthew Logan  
Mildred Machuca  
Christopher Mann  
Randy Markland  
Jared Martin  
Linda Meader

Gildardo Meza-Rengel  
Jensen Millar  
Brittany Mills  
Jesse Moan  
Scott Montgomery  
Crystal Montoya  
Juston Moore  
Holly Oestreich  
John O'Leary  
Rory Olson  
Tyler Peters  
Keisha Pitt  
George Powell  
Kimberly Prezbindowski  
Gwendolyn Purifoy  
Ruben Recinos  
Armani Reyes  
Todd Rutherford  
Keith Sands  
Jesse Schneider  
Robert Schneiderman

Lolomanaia Siale  
Beverly Sibert  
Carl Smith  
Lyon Smith  
Robert Snively  
Daniel Spears  
Charles Stellabotte  
Milton Stewart  
Joan Sugimoto  
Stephen Suntala  
Ritita Tokahere  
Ryan Tomajcik  
William Voges  
Shannon Walsh  
Steven Wills  
Tiffany Zellhart  
Brittany Zuniga

## ★ BONUS EXTENDED THROUGH 3RD QTR ★

The Bonus has also been expanded to include MGAs with less than 69% Four Month Retention. MGAs are now subject to the same reductions as the Leadership Bonus.

68% = 90% of Bonus | 66% = 70% of Bonus  
67% = 80% of Bonus | 65% or lower = No Bonus

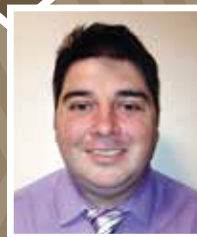
# NEW AGENT RETENTION — BONUS PROGRAM —



**Matthew Parks**  
\$4,250  
Surace-Smith



**Ryan Wilson**  
\$2,750  
Philip Prata



**Timothy Wilson**  
\$2,500  
Philip Prata



**Ofa Tupouniua**  
\$2,250  
Steve Friedlander

May Bonus Payout: **\$72,250**

May Bonus Qualifiers: **96**

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Matthew Parks	\$4,250	Steven King	\$1,250	George Noujaim	\$1,000	Levi Stearns	\$500
Ryan Wilson	2,750	Shiwa Hollingsworth	1,000	Blake Higuchi	750	Joshua Jackson	500
Timothy Wilson	2,500	Hunter Houvener	1,000	Marko Jankovic	750	Devin Phillips	500
Ofa Tupouniua	2,250	Trevor Mayer	1,000	Mavrick Fredericks	750	Souleymane Bah	500
James Keefer	1,750	Ryan Tucker	1,000	Zach Otto	750	Moswen Taylor	500
Krista Thieme	1,750	Steve Svendsen	1,000	Brett Gryska	750	Scott Sonnenberg	500
Erik Boyd	1,750	Darren Miller	1,000	Haoyu Xu	750	Michael Mandella	500
Matt Pflueger	1,750	Brandon Teter	1,000	Daniel Hartwig	750	Harold Durana	500
Ho Tran	1,500	Doreen Ryan-Foti	1,000	Denise Berrios	750	Joy Nardone	500
Stephen Hill	1,500	Paul Samra	1,000	Richard Dyer	500	Amie McCracken	500
Robert Dunn	1,500	Jake Yagjian	1,000	Melvin Arritt	500	Mark Kukielski	500
Randy Teyssier	1,250	Stephen Jubrey	1,000	John Collins	500	Raymond Risucci	500
Matthew Girard	1,250	Matthew Conrad	1,000	Bobby Gujral	500	Kaitlyn Brandt	500
Michael Laramie	1,250	Travis Picklesimer	1,000	Daven Hermosura	500	Michael Romeo	500
Jason Brafin	1,250	Ryan Bisanz	1,000	Thomas King	500	Robert Kanaan	500
Joshua Bloomquist	1,250	Henry Ingraham	1,000	Joshua Olin	500	Charley Forshee	500

### HERE'S HOW IT WORKS:

The MGA Agent Retention Bonus rewards MGAs with Agents on their team who write \$4,000 Net ALP monthly in months 4-6 of their tenure. Here's how it works: If an Agent in MGA hierarchy writes a minimum of \$4,000 Net ALP in the 4th month of tenure, the MGA gets \$250 bonus; in the 5th month, the MGA gets \$500 bonus; in the 6th month, the MGA gets \$1,000 bonus.

## ■ Guidance



**Mike Sheets**  
Vice President  
Field Laptop Development

## Unlock Your Inner Champion

Besides the holiday season, Convention season is my favorite time of the year. The weather is nice, the days are longer, pools open up, and it's the time of year when the family of American Income Life gets together to celebrate the champions of the past year.

Whether this was your first Convention experience or your 20th time at Convention, you may have noticed one common theme not just in the champions we celebrated on stage, but in all those who championed the year to qualify for the great honor of attending Convention. The one thing I noticed my first Convention, and each Convention afterwards is that the ability to achieve success at AIL/NILICO has less to do with who you are, where you are from, how much higher education you've had, and more to do with your personal character and hard work ethic. Not to say those first few things don't matter and won't influence your success, but the biggest influence comes from the latter.

Simply put, those at Convention and especially those on stage unlocked their "inner champion." Hard work, determination, integrity, personal character and sheer grit and determination were the most common denominators among all Convention attendees.

So for those of you just starting your career with American Income or just getting your sights set on Convention next year in San Francisco, you may ask, "How do I unlock my inner champion?" Everyone has one inside, you just have to find the key. First, take the values that are common to all those who achieve and keep them close to you. Practice them and live them day in and day out. But at some point the rubber needs to meet the road, and for those in the field each day, that happens with higher levels of activity.

When matched with the sheer grit and determination of a champion, activity will undoubtedly unlock your inner champion! Activity is the lifeblood of our business. All your successes in the field rise and fall on activity. The more referrals you've collected, the more appointment you can book. The more appointments you have, the more presentations you

can make. More presentations mean more families being protected, and the more families you protect, the bigger the champion you become!

Here are a few quick tips for you to increase your activity immediately:

### Door Knocks

Drop bys, hot knocks, whatever your agency calls them, door knocks are the most effective way to set appointments. Be prepared in the field. Have 10-15 door knocks already mapped out to use at any time you get a gap in your schedule.

A few weeks ago, I was out in the field with an agent. While our appointments didn't pan out as we had hoped, we used the new spare time to do door knocks and in just 2 short hours, we had booked more than 10 appointments for the next day! The agent wrote more than \$2,000 in ALP on the door-knocked appointments!

### Pre-Sets

A pre-set appointment is simply an appointment you have already booked for the next two days before the start of your next call night. Think about how nice call night would be if you showed up with 15 appointments already booked for the next two days! Pre-sets can be booked by door knocks or just making calls outside of normal call times in your office.

### Referrals

The easiest way to get more activity is to have more referrals. Hands-down, an increased referral count will increase your activity. They are the easiest appointment to set, see, and sell. Make your goal in every presentation to — if nothing else — get referrals. If you take the focus away from the sale, and instead focus on getting referrals, the sales will become more plentiful than if that were your sole mission in the field.

These are but a few things you can do to help unlock your inner champion. Have fun, achieve new heights, and see you in San Francisco!

# CODES

**The minimums for recognition are:**  
**SA & GA** – at least two codes during the month  
**MGA** – at least three codes during the month  
**RGA** – top three RGAs during the month

## SA

NAME	#	SGA	NAME	#	SGA
Evergreen Am	6	Altig-Orlovic	Thomas Clark	3	Paul Rumbuc
Marko Brkovic	6	Sabrina Lloyd	Serena Wheeler	2	Jason Adamo
Jenna Barge	4	Jason Adamo	Kelly Aaron	2	Altig-Orlovic
Richard Finn	4	Altig-Orlovic	Porter Balke	2	Altig-Orlovic
Ratu Kani	4	Steve Friedlander	Jason Carbajal	2	Altig-Orlovic
Thomas Kijanowski	4	Sabrina Lloyd	Benjamin Clabaugh	2	Altig-Orlovic
Adam Meyer	4	Sabrina Lloyd	Jennifer Judd	2	Altig-Orlovic
Altagracia Sanchez-Del-Real	4	Bob Olson	Andrew McCarthy	2	Altig-Orlovic
Michael Holmes	4	Jeffery Thiel	Igor Melcharek	2	Altig-Orlovic
Carlo Buhay	3	Altig-Orlovic	Tanya Mitchell	2	Altig-Orlovic
Jarrett Semler	3	Altig-Orlovic	Alexander Morgan	2	Altig-Orlovic
Barbara Seyoum	3	Samantha Chui	Michael Stone	2	Altig-Orlovic
Haven Wilson	3	Samantha Chui	Jennifer Young	2	Altig-Orlovic
Todd Rutherford	3	Eric Cochran	Leanne Clark	2	Simon Arias
Amanda Svestka	3	Eric Cochran	Andrew Creamer	2	Simon Arias
Aaron Pohl	3	Richard Correa	Andrew Hamilton	2	Simon Arias
Danessa Seward	3	Nigel Crowe	Jacob Kieffer	2	Simon Arias
Glenn Miller	3	Cunningham-Weatherspoon	Brittini Kwiciczen	2	Simon Arias
Jordan Arcuri	3	Joseph Diecedue	Lacey Port	2	Simon Arias
Jamal Simmons	3	Joseph Diecedue	Robert Recker	2	Simon Arias
Javier Garcia	3	Desi Dimitrova	Heather Southern	2	Simon Arias
Laaina Havea	3	Steve Friedlander	Jamie Winters	2	Simon Arias
Christian Fahey	3	Gigliione-Ackerman	Thomas Butterworth	2	James Bailey
Jesse Martin	3	Chris Hernandez	Kristin Baker	2	Mark Hancock
Scott Guldenzoph	3	Christopher Jordan	Milton Stewart	2	Slav Bitman
Shayne Guinn	3	Sabrina Lloyd	Sabrina Best	2	Samantha Chui
David Jackson	3	Sabrina Lloyd	Daniel Hwang	2	Cohen-Cohen
Lincoln Kline	3	Sabrina Lloyd	Emma Mosher	2	Cohen-Cohen
Milica Zivkovic	3	Sabrina Lloyd	Garik Petrosyan	2	Cohen-Cohen
Harley Ballew	3	Dan Rubio	Helena Ronci	2	Cohen-Cohen

## GA

NAME	#	SGA	NAME	#	SGA
Alex Torruella	18	Sabrina Lloyd	Anthony Wright	6	Simon Arias
Charles Ferrari	7	Simon Arias	Gian-Paolo Diberardo	6	Brandon Cooley
Matthew Sturgeon	7	Sabrina Lloyd	I-Perfection Harris	6	Cunningham-Weatherspoon
Brian Allt	7	Imran Satti	David Hefflin	6	Scott Davis
Joshua Cosentino	6	Simon Arias	Faleuseni Maumau	6	Steve Friedlander
			Michael Gerstein	6	Gigliione-Ackerman
			Jason Green	6	Paul Rumbuc
			Anastacio Baeza	5	Altig-Orlovic
			Brian Zuzick	5	Laura Fisher
			Kevin Holloran	5	Maria Greene

This list recognizes SAs, GAs, MGAs and RGAs for the number of new agents who were coded under their hierarchy for the month.

NAME	#	SGA	NAME	#	SGA
Matthew Cage	2	Brandon Cooley	Nneka Nwani	2	Sabrina Lloyd
Jesse Cole	2	Brandon Cooley	Duane Shaw	2	Sabrina Lloyd
Garland Morrow	2	Brandon Cooley	Patrick Cremeans	2	Chris Lussier
Arthur Sigler	2	Brandon Cooley	Jeremy Hull	2	Chris Lussier
Erin Dincola	2	Richard Correa	Twalya Alexander	2	Tim McAdams
Erika Spiak	2	Richard Correa	Felicia Tramel	2	Philip Prata
Adrian Johnson	2	Nigel Crowe	James Gallo	2	Oldham-Bianchi
Beth Wilson	2	Nigel Crowe	Peter Hornbeck	2	Oldham-Bianchi
Derrick Coates	2	Kevin Davis	Anthony Batista	2	Theodore Pappas
Chanthakhan Phommachanh	2	Chad Deley	Timothy Byrnes	2	Theodore Pappas
Carlos Huesca	2	Desi Dimitrova	Bilal Farsakh	2	Theodore Pappas
Tracie Bettencourt-Mejias	2	Laura Fisher	Anthony Abatecola	2	Cisco Perez
Jillian Rooks	2	Laura Fisher	Drew Sharp	2	Philip Prata
Liliana Avila	2	Steve Friedlander	Andrea Hatcher	2	Scott Rehberg
Sosefina Patai	2	Steve Friedlander	Fadi Farha	2	Paul Rumbuc
Lolomanaia Siale	2	Steve Friedlander	Marcus Street	2	Imran Satti
Rona Turner	2	Steve Friedlander	Aundrey Beard	2	Surace-Smith
Corey Hallam	2	Gigliione-Ackerman	Joshua Dishong	2	Surace-Smith
Corey Helly	2	Gigliione-Ackerman	Eric Peyton	2	Surace-Smith
Oscar Portillo	2	Steve Greer	Courtney Roseburrow	2	Jeremy Welch
Ibrahim Bah	2	Fred Hadayia	Nickoy Hylton	2	Williams-Zophin
Karmela Smud	2	Fred Hadayia	Sathnarine Kumar	2	Williams-Zophin
Janel Wilder	2	Fred Hadayia	Alex Merveus	2	Williams-Zophin
Myrle Salomon	2	Mark Hancock	Christopher Rodriguez	2	Williams-Zophin
Bianca Williams	2	David Hausman	John Garrett	2	Bob Wingate
Kenneth Ford	2	Matt Henderson	Emmanuel Villasenor	2	Bob Wingate
Rory Olson	2	Matt Henderson	Jiwanpersaud Boodwa	2	Gevorg Yanukyan
Jonathan Collier	2	Chris Hernandez			
Gretchen Crady	2	Chris Hernandez			
Stephen Decareaux	2	Christine Judge			

NAME	#	SGA	NAME	#	SGA
Drew Burdi	5	Sabrina Lloyd	Kenneth D Johnson	4	Joseph Diecedue
Mir Khan	5	Theodore Pappas	Sione Maumau	4	Steve Friedlander
Mohammed Moalawi	5	Theodore Pappas	Jorge Guerra	4	Gigliione-Ackerman
Unique Hunnicutt	5	Alex Roland	Karolina Debek	4	Sabrina Lloyd
Leslie Austin	5	Bob Wingate	Alon Fischer	4	Theodore Pappas
Darwin Roman	5	Gevorg Yanukyan	John Leggio	4	Theodore Pappas
Jenna Grula	4	Simon Arias	Pamela Altman	4	Surace-Smith
Tiara Manning	4	Eric Cochran	London Burnett	4	Surace-Smith
Carl Carlberg	4	Cohen-Cohen	David Guzman	4	Surace-Smith
Craig Winkelman	4	Cohen-Cohen	Caio Rosa	4	Williams-Zophin
Victor Restrepo	4	Richard Correa	Jonni Ng	3	Altig-Orlovic
Kierra Goodwin	4	Nigel Crowe	Spencer Rowland	3	Altig-Orlovic
Todd Glazer	4	Joseph Diecedue	James Smith	3	Altig-Orlovic
			Steven Sparkes	3	Altig-Orlovic
			Aaron Dunlap	3	Simon Arias
			Eric Ebbitt	3	Simon Arias
			Sokol Fazliu	3	Simon Arias
			Nathan Gay	3	Simon Arias
			Albert Lau	3	Cohen-Cohen
			Sean Velasquez	3	Cohen-Cohen
			Joshua May	3	Brandon Cooley
			Cindi Walker	3	Brandon Cooley
			Devin Adams	3	Chad Deley
			Raymond Ochoa	3	Desi Dimitrova
			Graham Carter	3	Steve Friedlander

## GA continued

NAME	#	SGA	NAME	#	SGA
Ruben Santillana	3	Steve Friedlander	Randy O'Campo	2	Altig-Orlovic
Tevita Tupouniua	3	Steve Friedlander	Brandon Summerton	2	Altig-Orlovic
Mark Danner	3	Steve Greer	Bruce Viaje	2	Altig-Orlovic
Eugene Borcan	3	David Hausman	Martha Zelaya	2	Altig-Orlovic
Leya Kirchstein	3	Chris Hernandez	Matthew Caternolo	2	Simon Arias
John Napiza	3	Jatoft-Foti	Britton Costa	2	Simon Arias
Robert Nardone	3	Chris LaFond	Brian Gilmore	2	Simon Arias
Brandon Baker	3	Travis Moody	Casey Kunash	2	Simon Arias
Jane Callies	3	Dorian Oldham	Raphael Musto	2	Simon Arias
Brandon Marshall	3	Oldham-Bianchi	Anthony Rizzo	2	Simon Arias
Jesse Spencer	3	Oldham-Bianchi	Timothy Watson	2	Slav Bitman
Charles Belt	3	Bob Olson	Natalie Soboleva	2	Josh Chalom
Deborah Fortes	3	Cisco Perez	Troy Elliott	2	Eric Cochran
Matthew Crossman	3	Philip Prata	Prentiss Parker	2	Cohen-Cohen
Tracy Hayes	3	Dan Rubio	Ileana Rosas	2	Cohen-Cohen
Aaron Dupras	3	Paul Rumbuc	William Brookshire	2	Richard Correa
Robert Richman	3	Surace-Smith	Regina Duval	2	Richard Correa
Nicole Sanders	3	Surace-Smith	Susan Bergh	2	Kevin Davis
Ashley Wenning	3	Surace-Smith	Gayle Remner	2	Scott Davis
Jacob Raine	3	Jeremy Welch	Xander Davis	2	Chad Deley
Lewis Clack	3	Williams-Zophin	William Herickhoff	2	Chad Deley
Christopher Earle	3	Williams-Zophin	Ronald Esmon	2	Joseph Diecedue
Katherine Campbell	3	Matt Wolfanger	Melissa Quintal	2	Joseph Diecedue
Barry Marbach	2	Jason Adamo	Wendy Sotelo	2	Desi Dimitrova
Amandeep Gill	2	Altig-Orlovic	Bryon Welch	2	Steve Friedlander
Steve Marker	2	Altig-Orlovic	Erin Moyer	2	Gigliione-Ackerman

## MGA

NAME	#	SGA	NAME	#	SGA
Marian Sertler	26	Sabrina Lloyd	Daniel Bauer	6	Simon Arias
Ofa Tupouniua	13	Steve Friedlander	Kody Kramme	6	Eric Cochran
Ala Awad	12	Alex Roland	Krista Thieme	6	Brandon Cooley
Matthew Girard	11	Maria Greene	Evan Holzhauser	6	Gigliione-Ackerman
Doreen Ryan-Foti	11	Jatoft-Foti	Michael Laramie	6	Steve Greer
Robert Janev	11	Sabrina Lloyd	Humberto Quintero	6	Matt Henderson
Denise Berrios	11	Bob Wingate	Mark Kukielski	6	Eric Neal
Herman Fennell	10	Samantha Chui	Stephen Jubrey	6	Oldham-Bianchi
Xavier MacLarty	10	Nigel Crowe	Nasr Quadri	6	Theodore Pappas
Randall Cook	10	Joseph Diecedue	Juan Cardona	6	Alex Roland
Zach Otto	10	Sabrina Lloyd	Dustin Brooks	6	Jeffery Thiel
Syed Quadri	10	Theodore Pappas	Adeyemi Akinade	6	Williams-Zophin
Minh Phung	10	Scott Rehberg	Kyle Johnson	6	Williams-Zophin
James Keefer	9	Simon Arias	George Noujaim	6	Williams-Zophin
Mavrick Fredericks	9	Gigliione-Ackerman	Bobby Gujral	5	Altig-Orlovic
Ransey Vazquez	9	Bob Olson	Jonathan Maust	5	Altig-Orlovic
Steven King	9	Paul Rumbuc	Rachel Stanhope	5	Eric Cochran
Matthew Diulus	8	Simon Arias	Lily Tchen	5	Cohen-Cohen
Raymond Risucci	8	Dorian Oldham	Brooke Spain	5	Brandon Cooley
Mathew Hart	8	Surace-Smith	Joshua Goodman	5	Richard Correa
Zachary Hart	8	Surace-Smith	Ricardo Grandt	5	Laura Fisher
Randy Teysier	7	Simon Arias	Phillip Rigoli	5	Laura Fisher
Brian Welsh	7	Simon Arias	Stephen Hill	5	Steve Friedlander
Marko Jankovic	7	Cohen-Cohen	Sara Welch	5	Steve Friedlander
Andrew McQuade	7	Richard Correa	Jack Keiderling	5	Gigliione-Ackerman
John Ophals	7	Cunningham-Weatherspoon	Mark Corkrean	5	Steve Greer
Derek Cotton	7	Chad Deley	Kathryn Chaisson	5	Chris Hernandez
Joshua Jackson	7	Joseph Diecedue	Cara DeFiore	5	Chris Hernandez
Gary Slocum	7	Desi Dimitrova	Renada Bogan	5	Christine Judge
Alfred Taren	7	Desi Dimitrova	Cynthia Schneideman	5	Sabrina Lloyd
Tere Diamond	7	Steve Friedlander	Melne Lewis	5	Bob Olson
Marisa Willgruber	7	Fred Hadayia	Gabriel Feldmann	5	Chad Panzer
Amie McCracken	7	Chris Lussier	Joshua Bloomquist	5	Tiffany Roland
Bobby Szwaja	7	Theodore Pappas	Rodney Ward	5	Paul Rumbuc
Haoyu Xu	7	Imran Satti	Daniel Hartwig	5	Surace-Smith
Elias Hazen	7	Surace-Smith	Noel Rose	5	Williams-Zophin
Matthew Parks	7	Surace-Smith	Tanner Daves	4	Jason Adamo
Joshua Olin	6	Altig-Orlovic	Joseph Pappalardo	4	Jason Adamo
AshLynn Orng	6	Altig-Orlovic	Melvin Arritt	4	Altig-Orlovic
Levi Stearns	6	Altig-Orlovic	Melinda-Rae Lyse	4	Altig-Orlovic
Ryan Tucker	6	Altig-Orlovic	James Raymond	4	Altig-Orlovic

## RGA

NAME	#	SGA	NAME	#	SGA
Robert Janev	41	Sabrina Lloyd	Thomas Vena	31	Simon Arias

NAME	#	SGA	NAME	#	SGA
Rajendra Narine	2	Gigliione-Ackerman	David Rockway	2	Bob Olson
Roosevelt Wilson	2	Gigliione-Ackerman	Reynolds Akuamo	2	Theodore Pappas
Valerie Cormier	2	Steve Greer	Derron Alexander	2	Theodore Pappas
Tim Schroeder	2	Steve Greer	Frank Colletti	2	Theodore Pappas
Lawrence Smith	2	Steve Greer	Nicholas Triantafyllidis	2	Philip Prata
Gregory Graham	2	Fred Hadayia	Gavin Chung	2	Scott Rehberg
Lisa Heyman	2	Fred Hadayia	Krin Hall	2	Scott Rehberg
Lisa M Richardson	2	Mark Hancock	Andrea Hatcher	2	Scott Rehberg
John Galindo	2	David Hausman	Ifeanyi Ufondu	2	Alex Roland
Phyo Phyo	2	David Hausman	Steve James	2	Tiffany Roland
Christopher Buonanni	2	Matt Henderson	Darrell Nelsen	2	Tiffany Roland
Javier Diaz	2	Matt Henderson	DeAnthony Hartman	2	Paul Rumbuc
Beau Locker	2	Matt Henderson	Josh Tompkin	2	Paul Rumbuc
Marino Baca	2	Chris Hernandez	Alexander Dorey	2	Imran Satti
Antonio Evans	2	Chris Hernandez	Jeremie Dupuis	2	Imran Satti
Peter Kwiatkowski	2	Chris Hernandez	Tony Geer	2	Surace-Smith
Corey Moore	2	Chris Hernandez	Alex Grakhov	2	Surace-Smith
Enrico Paredes	2	Jatoft-Foti	Anthony Theriault	2	Surace-Smith
Samneang Prom	2	Jatoft-Foti	Daniel Walton	2	Surace-Smith
Jason Jennings	2	Christopher Jordan	Michael Shaba	2	Brian Traboulay
Corey Bryant	2	Tim McAdams	Richard Whyte	2	Brian Traboulay
Delfin Clark	2	Travis Moody	Leslie Jacobs	2	Jeremy Welch
Jerry McKean	2	Eric Neal	Brian Jerome	2	Williams-Zophin
David Schanuel	2	Dorian Oldham	Beatriz Noriega	2	Bob Wingate
Elaine Kulawiak	2	Steve Friedlander	Michael Roe	2	Bob Wingate
Roberto Nieves	2	Oldham-Bianchi	Brandon Smith	2	Bob Wingate

NAME	#	SGA	NAME	#	SGA
Natalie Wagner	4	Altig-Orlovic	Albert Serur	3	Simon Arias
Thomas Vena	4	Simon Arias	Patrick Knouse	3	James Bailey
Jordan Chalom	4	Josh Chalom	Phillip Jenkins	3	Slav Bitman
Stephen Jeung	4	Cohen-Cohen	Aldina DaRosa	3	Josh Chalom
Corey Neff	4	Brandon Cooley	Byron Paz	3	Josh Chalom
Steve Svendson	4	Richard Correa	Ahmad Abdollahzadeh-Parsa	3	Cohen-Cohen
Kenneth Greer	4	Steve Greer	Scott Kim	3	Cohen-Cohen
Thomas Soloweyko	4	Steve Greer	Brandi Hershey	3	Brandon Cooley
Souleymane Bah	4	Fred Hadayia	Matthew Turnquist	3	Richard Correa
Erik Boyd	4	Fred Hadayia	Mercedes Lloyd	3	Kevin Davis
Alexandra Graham	4	Fred Hadayia	Kayla McLver	3	Chad Deley
Atta Saleh	4	David Hausman	David Romfoe	3	Chad Deley
Sebastian Kazek	4	Matt Henderson	Brian Schreiter	3	Joseph Diecedue
Reuben Rios-Cruz	4	Matt Henderson	Mark Heleman	3	Desi Dimitrova
Scott Sonnenberg	4	Matt Henderson	Ryan Hall	3	Laura Fisher
John Sparby	4	Chris Hernandez	Anita Ferris	3	Steve Friedlander
Cameron Moore	4	Christopher Jordan	Donald Dowbor	3	Mark Hancock
Kyle Taylor	4	Travis Moody	Mitch Duplantis	3	David Hausman
Brett Gryska	4	Oldham-Bianchi	Emil Mohareb	3	David Hausman
Hal Herman	4	Oldham-Bianchi	Antonio Monica	3	David Hausman
Andre Bent	4	Bob Olson	Rebecca Klebsch	3	Chris Hernandez
Louis Giogaia	4	Theodore Pappas	Richard Johnson	3	Matthew Hogan
Levar Morgan	4	Theodore Pappas	Jessica Santamarina	3	Matthew Hogan
Brent Arbour	4	Cisco Perez	Matt Flores	3	Jatoft-Foti
Ryan Wilson	4	Philip Prata	Joseph Havlik	3	Christopher Jordan
Timothy Wilson	4	Philip Prata	Daniel Umbertone	3	Christine Judge
Robert Dunn	4	Surace-Smith	Timothy Kieran	3	Chris LaFond
Ryan Bisanz	4	Brian Traboulay	Robert Shafer	3	Travis Moody
William Oseroff	4	Bob Wingate	Kaitlyn Brandt	3	Oldham-Bianchi
Andrew Aaron	3	Altig-Orlovic	Joseph Hagerman	3	Bob Olson
Volodymyr Derevyanyy	3	Altig-Orlovic	Jason Bratin	3	Theodore Pappas
Blake Higuchi	3	Altig-Orlovic	Danielle Arena	3	Cisco Perez
Hunter Houvener	3	Altig-Orlovic	Matt Pflueger</		



**Rob Falvo**  
Executive Vice President  
AIL & NILICO

## Why I Love Convention

Having just returned from my 24th Convention (missed a few for the births of our children), what still stands out the most is the incredible energy that permeates the meetings and all the functions, the energy you feel when you are surrounded by WINNERS!

One thing we know about our company is that those of us who have enjoyed success have done so, for the most part, because of our GRIT, especially when times got tough. One other thing that stood out to me in New Orleans was a few people who I thought would/should be there had not qualified. So I asked a few people from their agency and I found out why... THEY QUIT.

How come some of us are quitters and some of us are winners? Is it by choice or were we born like that? Think of your own situation. It may be different in different times. When we were younger, we might have been more inclined to be winners and the older we got, the more we became quitters. Why is it like that? If we are surrounded by negative people we tend to quit. That's why it is important for all of us to choose the people we are surrounded with.

Look at the different approaches to quitters vs. winners. How does it appear? Winners are more positive and seize the opportunity in everything. The quitters are more negative and see the problems in many ways. So how do we make them closer to each other? Is it obvious to change the negative person? Who decides what is right or wrong? It might be that the negative person is more objective to the issue and the positive one is naïve.

The more opportunities we raise, the more solutions we come up with, the less time and space there will be for the negative solutions or quitters. Do like Mother Teresa — do not fight the war, but instead be proactive for peace. Do not fight the negative, but be proactive with the positive. It sounds so easy, you say, and it is!



You just have to do it. The more of us at AIL/NILICO who think and act like this, the bigger and better our individual and collective futures. Always remember the Italian proverb: "Keep company with good men and you'll increase their number."

I look forward to experiencing the ENERGY of this great company next year at the Hilton San Francisco Union Square. Share your enthusiasm with others so they, too, can qualify and really get an understanding of the astounding culture we have at our great Company.

# MAY RECORDS

**PRODUCTION: \$15.4 M**

Highest Month Ever

**AGENT COUNT: 5,599**

2nd Highest In Company History

## Directors of the Month



Driving Excellence

### Sales Director of the Month

Leaders growing leaders!

**Chris Selejan**

Chris had 32.5% growth over May of 2012.



### PR Director of the Month

Leaders growing leaders!

**Beth Farm**

Beth Farm is the Top Director for May 2013 with 136.95% Lead Growth.





**Susan Fuldauer**  
Vice President of  
Public Relations Field Operations



### After the Party

Once again, another great Convention has come and gone and is now a part of Convention history. A year's worth of efforts, struggles, victories, defeats and glorious successes were celebrated in New Orleans. The best-of-the-best — those who set goals, lined out a plan of action to achieve those goals, stayed focused, remained motivated, overcame obstacles and made it to Convention — had the opportunity to celebrate their successes.

And did they ever celebrate! From the opening evening, especially memorable for those attending for their first time, to the fabulous awards dinner, to the unbelievably fun night of masquerade and costume, there was no lacking in fun times in New Orleans. As always, it was great to renew friendships and relax for just a bit with a spouse or guest. But, all too soon, it was time to say goodbye, share a few hugs and then get on the bus to the airport, knowing it will be another year before we all party together again in a celebration of successes.

So what happens in the next 6 months for these “best-of-the-best” producers from both Agency and Public Relations? Well, my guess is that they get back to business. These are self-motivated, high-achieving people, who have set a goal of qualifying for next year's convention, and are taking the steps to get there. Some New Orleans attendees have already qualified for San Francisco, but again, we are talking about the best-of-the-best, so it comes as no surprise some have already qualified for San Francisco.

For those of you who are new or missed New Orleans, I want to encourage you to reach out to one of the attendees from this year's convention. Find out how they did what they did. What was their process for staying focused? What motivated them to stay the course? What makes the difference between qualifiers and non-qualifiers, when talent is not a part of the equation?



I'm convinced you will find similar answers: they are motivated from within, have a desire to achieve at a high level, do not let distractions and hurdles throw them off track and they are disciplined to do the work and take the actions needed to achieve their goals.

Success can be addictive and our convention attendees love success and the reward that comes with achievement. Our qualifiers do not allow themselves to think small. They dream big and can visualize what it is that they want to achieve. It takes GRIT to attain your goals. Our qualifiers and award winners put in the time needed to see enough people, create the strong relationships, and have their knees under enough tables to make it to their endgame.

I salute our PR and Agency convention qualifiers and award winners. You are our best-of-the-best and I have no doubt you are headed to San Francisco. The question is, “Will I see you in San Francisco?”



# CONVENTION



**F**ROM the opening night Welcome Reception to Awards Night to the lavish Mardi Gras Masquerade Party on the final evening, the Big Easy did not disappoint!



# AWARD WINNERS



**Alan Sedaghat**



**Simon Arias**



**Theodore Pappas**



**Steve Greer**



**Slav Bitman**



**Sabrina Lloyd**



**Brandon Cooley**



**Philip Prata**



**James Cunningham**



**Jamison Weatherspoon**



**Jeremy Welch**



**Michelle Crowe**



**David Guzman**



**Zachary Hart**



**Patrick Bendure**



**Chris Selejan**



**Malka Arony**



**Robin Andrade**



**Katherine Kidder**



**Paul Winslow**



**Susan Kelleher**



**Denise Gilbert**



**Backpacks & contents \$45,000**  
**Donations collected \$12,000**  
**Partial match from TMK \$10,000**

**Total donation to VOAGNO \$67,000**

## Closer to the Heart — New Orleans

On arrival day at the Hilton New Orleans Riverside, Convention attendees had an opportunity to participate in a hands-on Closer to the Heart project.

With the guidance of our partner organization, Volunteers of America of Greater New Orleans, AIL/NILICO purchased 900 backpacks and personal items to fill them (to the brim!) for homeless veterans and their families. Attendees filled the bags and included personal notes of encouragement.

We also collected monetary donations to benefit the organization's Veterans Transitional Housing Program, which helps homeless veterans put their lives back together. Pictured left CEO Roger Smith and Torchmark Co-CEOs Larry Hutchison and Gary Coleman present AIL's donations to Volunteers of American Development Manager, Caitlin Scanlon.

If you would like to make a donation, go to [www.voagno.org](http://www.voagno.org) and click the "DONATE NOW!" button in the right column. Put 'AIL' in the Comments section. Please forward your confirmation email to Leah Fry [lcry@ailife.com](mailto:lcry@ailife.com)



# Individual Producers



**1. Mark Neilson**  
Provo, UT



**2. Joshua Dishong**  
Cleveland, OH



**3. Ryan Kendl**  
Provo, UT



**4. Tone Munro**  
Auckland, NZ



**5. Roghie Hassan Loo**  
Toronto, ON



**6. Cynthia Sittig**  
Pittsburgh, PA



**7. Daniel Toshner**  
Redmond, WA



**8. Bruce Tan**  
Honolulu, HI



**9. Steven Stensrud**  
Calgary, AB



**10. Tevita Tupouniua**  
Auckland, NZ



**11. Ifeanyi Ufodu**  
Irving, TX



**12. Dustin Dunbar**  
Sioux Falls, SD



**13. Danny Favreau**  
Rochester, NY



**14. Jonni Ng**  
Renton, WA



**15. Ruben Soberanes**  
San Jose, CA



**16. Sonia Ramirez**  
Auckland, NZ



**17. Holly Lacey**  
Halifax, NS



**18. Eloina Moreno**  
Schaumburg, IL



**19. Massoud Vaziri**  
Surrey, BC



**20. David Ramirez**  
San Jose, CA

## IceBreakers



**Joshua Hache**  
Halifax, NS  
\$17,060 Net ALP  
Ryan O'Malley MGA  
Imran Satti SGA



**Miriam Heaton**  
Halifax, NS  
\$15,823 Net ALP  
Haoyu Xu MGA  
Imran Satti SGA



**Jerid Ferranti**  
Concord, CA  
\$15,375 Net ALP  
Jatoft-Foti SGA



An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

### May Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Mark Neilson	\$52,769		70.9	Nicholas Lorence	Altig-Orlovic
2.	Joshua Dishong	35,854		69.3	Zachary Hart	Surace-Smith
3.	Ryan Kendl	34,578		84.7	Nicholas Lorence	Altig-Orlovic
4.	Tone Munro	32,402		78.2		Steve Friedlander
5.	Roghie Hassan Loo	31,314		82.3	Byron Paz	Josh Chalom
6.	Cynthia Sittig	31,314		70.6	Justin Adams	Simon Arias
7.	Daniel Toshner	30,860		80.0	Joshua Olin	Altig-Orlovic
8.	Bruce Tan	29,712		87.3	Christopher Clark	Altig-Orlovic
9.	Steven Stensrud	27,796		83.9	John McGrath	Altig-Orlovic
10.	Tevita Tupouniua	25,321		89.7	Ofa Tupouniua	Steve Friedlander
11.	Ifeanyi Ufodu	25,027	93		Ala Awad	Alex Roland
12.	Dustin Dunbar	24,266		84.3		Altig-Orlovic
13.	Danny Favreau	23,798	99		Nicholas Moore	Oldham-Bianchi
14.	Jonni Ng	23,756		77.7	Hunter Houvener	Altig-Orlovic
15.	Ruben Soberanes	23,154		78.6	Doreen Ryan-Foti	Jatoft-Foti
16.	Sonia Ramirez	23,105		76.1	Sara Welch	Steve Friedlander
17.	Holly Lacey	22,290	91		Robert Kanaan	Imran Satti
18.	Eloina Moreno	21,947	100		Marian Sertler	Sabrina Lloyd
19.	Massoud Vaziri	21,879		77.0	Bobby Gujral	Altig-Orlovic
20.	David Ramirez	21,126		78.8	Doreen Ryan-Foti	Jatoft-Foti
21.	Dustin Klingebiel	19,539		77.7	Roger Fung	Altig-Orlovic
22.	Ryan Burden	19,420	86		Matt Pflueger	Tiffany Roland
23.	Siutaka Vaka	19,129	89		Ofa Tupouniua	Steve Friedlander
24.	Maijargal Sukhbaatar	19,101		95.4		Christine Judge
25.	Sean Grant	18,742		75.0	Melne Lewis	Bob Olson
26.	Katie Massart	18,532		86.4	John McGrath	Altig-Orlovic
27.	Ratu Kani	18,525	99		Tere Diamond	Steve Friedlander
28.	Douglas Wagner	18,467	92		Stephen Jubrey	Oldham-Bianchi
29.	Mark Bleier	17,919		89.0	Rebecca Klebsch	Chris Hernandez
30.	Jeffrey Pearce	17,337		78.5	Sara Welch	Steve Friedlander
31.	Amy Shui	17,293		76.5		Giglione-Ackerman
32.	Alex Gonzales	17,245		75.4	Doreen Ryan-Foti	Jatoft-Foti
33.	Joshua Hache	17,060	100		Ryan O'Malley	Imran Satti
34.	Douglas Bowling	16,976	94		Matthew Parks	Surace-Smith
35.	Brock Lampe	16,973		90.5	Brooke Spain	Brandon Cooley
36.	Roger Weisman	16,959	92		Thomas Yarbrough	Javier Sandoval
37.	Scott Butler	16,909	93		Michael Mandella	Chris Hernandez
38.	Mark Lomonaco	16,793		76.9	Tina Phongsavath	Altig-Orlovic
39.	Liliana Avila	16,534		77.5	Sara Welch	Steve Friedlander
40.	Max Quasem	16,333		89.0		Cohen-Cohen
41.	Nicole Wells	15,980	96		Travis Picklesimer	Surace-Smith
42.	Miriam Heaton	15,823	94		Haoyu Xu	Imran Satti
43.	Benjamin Ainscough	15,662		71.6	Bobby Gujral	Altig-Orlovic
44.	Andrew Bishop	15,632		80.3	Nicholas Lorence	Altig-Orlovic
45.	Ishrana Ali	15,554		75.2		Jatoft-Foti
46.	Jerid Ferranti	15,375	99			Jatoft-Foti
47.	Beth Snow	15,346		87.2		Jatoft-Foti
48.	James Franklin	15,336		72.1		Altig-Orlovic
49.	Richard Carter	14,874		93.5	Nicholas Lorence	Altig-Orlovic
50.	Beverly Sibert	14,828	90		Brandon Teter	Matthew Hogan

ALL TIME RECORD: MARK NEILSON \$95,151 Net ALP

### YTD Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Tone Munro	\$247,158		78.2		Steve Friedlander
*2.	Mark Neilson	182,946		70.9	Nicholas Lorence	Altig-Orlovic
*3.	Joshua Dishong	127,891		69.3	Zachary Hart	Surace-Smith
*4.	Ryan Kendl	123,505		84.7	Nicholas Lorence	Altig-Orlovic
*5.	Dustin Dunbar	100,182		84.3		Altig-Orlovic
*6.	Max Quasem	96,644		89.0		Cohen-Cohen
*7.	Maijargal Sukhbaatar	95,688		95.4		Christine Judge
*8.	Tevita Maumau	91,938	92		Ofa Tupouniua	Steve Friedlander
*9.	Bruce Tan	88,048		87.3	Christopher Clark	Altig-Orlovic
*10.	Ruben Soberanes	86,694		78.6	Doreen Ryan-Foti	Jatoft-Foti
11.	Katie Massart	83,406		86.4	John McGrath	Altig-Orlovic
12.	Roghie Hassan Loo	82,397		82.3	Byron Paz	Joshua Chalom
13.	Alex Gonzales	81,052		75.4	Doreen Ryan-Foti	Jatoft-Foti
14.	Erez Shabtay	78,432		93.0	Cherri Xie	Altig-Orlovic
15.	Sonia Ramirez	78,046		76.1	Sara Welch	Steve Friedlander
16.	Amy Shui	77,723		76.5		Giglione-Ackerman
17.	Lora Beronja	76,192		89.1	Rebecca Klebsch	Chris Hernandez
18.	Cynthia Sittig	75,895		70.6	Justin Adams	Simon Arias
19.	Jeffrey Pearce	75,695		78.5	Sara Welch	Steve Friedlander
20.	Jonni Ng	72,813		77.7	Hunter Houvener	Altig-Orlovic
21.	Lily Tchen	71,291		82.6		Cohen-Cohen
22.	Liliana Avila	69,923		77.5	Sara Welch	Steve Friedlander
23.	Mark Lomonaco	69,766		76.9	Tina Phongsavath	Altig-Orlovic
24.	Steven Stensrud	69,637		83.9	John McGrath	Altig-Orlovic
25.	Omar Hashimi	68,743		80.0		Jatoft-Foti
26.	Richard Luzaich	66,123		94.4	Ryan Stenglein	Altig-Orlovic
27.	Jesusdieu Portilus	65,958		83.4	Fritznel Octave	Williams-Zophin
28.	Robert Ulreich	65,001		82.5		Jatoft-Foti
29.	Ronald Rivera	63,948		90.6		Cohen-Cohen
30.	David Ramirez	62,216		78.8	Doreen Ryan-Foti	Jatoft-Foti
31.	Roosevelt Jeanty	62,103		74.7	Henry Ingraham	Williams-Zophin
32.	Zachary Hart	61,938	97			Surace-Smith
33.	Kevin Ishikane	60,126		72.3	Robert Hamilton	Altig-Orlovic
34.	Timothy Cruise	59,456		75.6		Altig-Orlovic
35.	Samson Adelufosi	59,335		77.9		Giglione-Ackerman
36.	Kelly Roschbach	57,801		69.0	Marisa Willgruber	Fred Hadayia
37.	Bernadette Casciato	57,037		86.5	Brian Welsh	Simon Arias
38.	Michael Burningham	56,707		77.0	Richard Mansfield	Altig-Orlovic
39.	Tevita Tupouniua	55,986		89.7	Ofa Tupouniua	Steve Friedlander
40.	Miranda Mortensen	55,878		84.3	Nicholas Lorence	Altig-Orlovic
41.	Bert van der Werff	55,482	79		Kaitlyn Brandt	Oldham-Bianchi
42.	Mark Bleier	55,463		89.0	Rebecca Klebsch	Chris Hernandez
43.	Curt Snow	55,280		77.7		Jatoft-Foti
44.	Eric Hidy	55,011		74.4	Raymond Risucci	Dorian Oldham
45.	Benjamin Ainscough	54,781		71.6	Bobby Gujral	Altig-Orlovic
46.	Holly Lacey	54,087	91		Robert Kanaan	Imran Satti
47.	Theresa Maasi	53,244	93		Ofa Tupouniua	Steve Friedlander
48.	Matt Flores	52,738		84.3		Jatoft-Foti
49.	Raymond Angeles	52,455		84.4	Daven Hermosura	Altig-Orlovic
50.	Eugene Kashkin	52,264		91.4	Bobby Gujral	Altig-Orlovic

ALL TIME RECORD: ALAN SEDAGHAT \$530,329 Net ALP

## Supervising Agents



**1. James Gallo**  
Rochester, NY



**2. Moli Kaufusi**  
Auckland, NZ



**3. Mike Bray**  
Halifax, NS



**4. Ashley Wortman**  
Halifax, NS



**5. Lincoln Kline**  
Evansville, IN

May Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	<b>James Gallo</b>	\$37,959	\$44,191	87		Stephen Jubrey Oldham-Bianchi
2.	<b>Moli Kaufusi</b>	33,174	36,412	93		Ofa Tupouniua Steve Friedlander
3.	<b>Mike Bray</b>	32,720	32,720		70.5	Haoyu Xu Imran Satti
4.	<b>Ashley Wortman</b>	28,617	40,158	88		Ryan O'Malley Imran Satti
5.	<b>Lincoln Kline</b>	27,456	31,306	94		Zach Otto Sabrina Lloyd
6.	Kelly Ekker	26,543	27,033	87		Matt Pflueger Tiffany Roland
7.	Krystal Gordon	26,464	35,247	87		Ryan Wilson Philip Prata
8.	Laaina Havea	25,818	25,881	95		Ofa Tupouniua Steve Friedlander
9.	Larry Gatt	25,561	37,934	89		Tara Weisz Josh Chalom
10.	Lindsey Marks	24,941	24,989	94		Brian Schreiter Joseph Diecedue

ALL TIME RECORD: \$286,210 1st Six Mo Agt

ALL TIME RECORD: \$286,210 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	<b>Moli Kaufusi</b>	\$216,891	\$243,959	93		Ofa Tupouniua Steve Friedlander
2.	Brandon Hopf	99,048	104,628	90		Zach Otto Sabrina Lloyd
3.	James Gallo	97,217	126,380	87		Stephen Jubrey Oldham-Bianchi
4.	Stephen Giddens	88,857	97,991	89		Michael Laramie Steve Greer
5.	Laaina Havea	85,035	106,794	95		Ofa Tupouniua Steve Friedlander
6.	Tevita Maumau	84,824	172,793	91		Ofa Tupouniua Steve Friedlander
7.	Milica Zivkovic	81,254	121,400	85		Marian Sertler Sabrina Lloyd
8.	Janel Wilder	79,056	119,155	90		Erik Boyd Fred Hadayia
9.	Andrea Petti	78,615	101,658	81		Evan Holzhauser Giglione-Ackerman
10.	Arie Davis	74,291	113,949		71.1	Kyle Johnson Williams-Zophin

ALL TIME RECORD: \$653,097 1st Six Mo Agt

ALL TIME RECORD: \$959,675 Net ALP

## General Agents



**1. Marc Salvaggi**  
Cleveland, OH



**2. Tevita Tupouniua**  
Auckland, NZ



**3. Charles Ferrari**  
Pittsburgh, PA



**4. Alex Torruella**  
Schaumburg, IL



**5. Nathan Gay**  
Pittsburgh, PA



**6. Ronald Esmon**  
Baton Rouge, LA



**7. Brian Allt**  
Halifax, NS



**8. Matthew Sturgeon**  
Evansville, IN



**9. Gian-Paolo Diberardo**  
Phoenix, AZ



**10. David Guzman**  
Columbus, OH

May Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	<b>Marc Salvaggi</b>	\$68,689	\$78,350		70.7	Matthew Parks Surace-Smith
2.	<b>Tevita Tupouniua</b>	63,448	94,128		76.5	Ofa Tupouniua Steve Friedlander
3.	<b>Charles Ferrari</b>	62,794	72,542		79.7	Randy Teyssier Simon Arias
4.	<b>Alex Torruella</b>	59,291	77,526	89		Marian Sertler Sabrina Lloyd
5.	<b>Nathan Gay</b>	57,340	61,150	90		Thomas Vena Simon Arias
6.	<b>Ronald Esmon</b>	53,960	54,400	88		Brian Schreiter Joseph Diecedue
7.	<b>Brian Allt</b>	52,591	53,856		88.4	Haoyu Xu Imran Satti
8.	<b>Matthew Sturgeon</b>	51,592	50,639	93		Zach Otto Sabrina Lloyd
9.	<b>Gian-Paolo Diberardo</b>	50,164	58,732		70.5	Krista Thieme Brandon Cooley
10.	<b>David Guzman</b>	48,817	113,887		70.8	Zachary Hart Surace-Smith
11.	Eric Ebbitt	48,226	53,264		71.1	Matthew Diulus Simon Arias
12.	Brodie Fischer	47,936	49,637	79		Robert Kanaan Imran Satti
13.	Caio Rosa	47,895	52,042		70.4	Adeyemi Akinade Williams-Zophin
14.	Sione Maumau	47,285	74,367	94		Ofa Tupouniua Steve Friedlander
15.	Tony Geer	45,255	66,110		80.1	Travis Picklesimer Surace-Smith
16.	Joshua Cosentino	42,254	54,255		76.4	Brian Welsh Simon Arias
17.	Drew Burdi	41,651	42,218	80		Robert Janev Sabrina Lloyd
18.	Nicholas Triantafyllidis	41,024	52,587	86		Ryan Wilson Philip Prata
19.	Reynolds Akuamo	39,263	51,402		71.7	Jason Bratin Theodore Pappas
20.	Jeremie Dupuis	37,007	37,007	91		Ryan O'Malley Imran Satti

ALL TIME RECORD: \$441,104 1st Six Mo Agt

ALL TIME RECORD: \$624,474 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	<b>Tevita Tupouniua</b>	\$335,822	\$430,979		76.5	Ofa Tupouniua Steve Friedlander
*2.	<b>Charles Ferrari</b>	275,458	320,617		79.7	Randy Teyssier Simon Arias
*3.	<b>Sione Maumau</b>	248,873	337,723	94		Ofa Tupouniua Steve Friedlander
*4.	<b>David Guzman</b>	227,300	447,684		70.8	Zachary Hart Surace-Smith
*5.	<b>Marc Salvaggi</b>	211,220	258,645		70.7	Matthew Parks Surace-Smith
6.	Alex Torruella	207,863	241,581	89		Marian Sertler Sabrina Lloyd
7.	Brian Allt	187,717	191,806		88.4	Haoyu Xu Imran Satti
8.	Nicholas Triantafyllidis	179,808	227,574	86		Ryan Wilson Philip Prata
9.	Brodie Fischer	174,986	193,850	79		Robert Kanaan Imran Satti
10.	Ashley Wenning	174,982	243,236	90		Daniel Hartwig Surace-Smith
11.	Tony Geer	170,425	261,770		80.1	Travis Picklesimer Surace-Smith
12.	Nicole Sanders	166,571	317,871		74.3	Matthew Parks Surace-Smith
13.	Daniel Walton	163,533	265,783		72.1	Zachary Hart Surace-Smith
14.	Robert Richman	155,339	229,164		71.2	Matthew Parks Surace-Smith
15.	Carl Carlberg	154,498	172,079		71.8	Marko Jankovic Cohen-Cohen
16.	William Brookshire	151,053	204,400	83		Andrew McQuade Richard Correa
17.	Caio Rosa	148,404	166,463		70.4	Adeyemi Akinade Williams-Zophin
18.	Nathan Gay	141,752	174,603	90		Thomas Vena Simon Arias
19.	Mohammed Moalawi	141,680	180,340		71.3	Syed Quadri Theodore Pappas
20.	Matthew Sturgeon	140,696	143,198	93		Zach Otto Sabrina Lloyd

ALL TIME RECORD: \$1,468,394 1st Six Mo Agt

ALL TIME RECORD: \$2,262,883 Net ALP

# Master General Agents



**1. Ofa Tupouniua**  
Auckland, NZ



**2. Matthew Parks**  
Cleveland, OH



**3. Raymond Risucci**  
Overland Park, KS



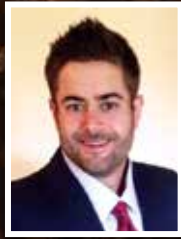
**4. Ryan Wilson**  
Middletown, CT



**5. Marian Sertler**  
Schaumburg, IL



**6. Zach Otto**  
Evansville, IN



**7. Zachary Hart**  
Columbus, OH



**8. Robert Kanaan**  
Halifax, NS



**9. Jason Bratin**  
Flushing, NY



**10. Daniel Hartwig**  
Toledo, OH

May Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Ofa Tupouniua	\$146,667	\$241,040		74.1	Steve Friedlander
2.	Matthew Parks	135,661	209,561		74.4	Surace-Smith
3.	Raymond Risucci	99,849	137,895		73.9	Dorian Oldham
4.	Ryan Wilson	95,294	148,263		71.5	Philip Prata
5.	Marian Sertler	88,131	130,100		75.5	Sabrina Lloyd
6.	Zach Otto	87,163	85,546		75.0	Sabrina Lloyd
7.	Zachary Hart	86,484	222,859		74.1	Surace-Smith
8.	Robert Kanaan	79,378	118,059		72.2	Imran Satti
9.	Jason Bratin	77,337	104,739		73.4	Theodore Pappas
10.	Daniel Hartwig	73,236	111,820		72.5	Surace-Smith
11.	Doreen Ryan-Foti	71,762	326,948		74.0	Jatoft-Foti
12.	Matt Pflueger	71,669	83,245		74.7	Tiffany Roland
13.	Joshua Bloomquist	71,193	76,758		72.9	Tiffany Roland
14.	Brian Schreiter	69,138	78,079		71.1	Joseph Diecedue
15.	Michael Laramie	66,341	102,524		71.3	Steve Greer
16.	Steven King	65,840	107,533		77.5	Paul Rumbuc
17.	Thomas Vena	65,683	93,248		71.0	Simon Arias
18.	James Keefer	65,085	136,797		77.9	Simon Arias
19.	Denise Berrios	64,778	65,175		71.2	Bob Wingate
20.	Joshua Olin	64,527	124,634		74.0	Altig-Orlovic

ALL TIME RECORD: \$438,277 1st Six Mo Agt

ALL TIME RECORD: \$723,872 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Ofa Tupouniua	\$886,551	\$1,143,163		74.1	Steve Friedlander
*2.	Matthew Parks	700,197	1,092,781		74.4	Surace-Smith
*3.	Zachary Hart	473,374	1,115,305		74.1	Surace-Smith
*4.	Marian Sertler	403,694	525,615		75.5	Sabrina Lloyd
*5.	Stephen Jubrey	403,246	738,616		75.4	Oldham-Bianchi
6.	Ryan Wilson	368,346	597,303		71.5	Philip Prata
7.	Ryan Bisanz	355,515	500,596		77.4	Brian Traboulay
8.	Robert Kanaan	353,069	584,697		72.2	Imran Satti
9.	Jason Bratin	326,545	558,286		73.4	Theodore Pappas
10.	Raymond Risucci	322,239	474,823		73.9	Dorian Oldham
11.	Michael Laramie	318,669	511,390		71.3	Steve Greer
12.	Zach Otto	315,835	323,315		75.0	Sabrina Lloyd
13.	Mavrick Fredericks	296,020	421,603		70.4	Giglione-Ackerman
14.	Brett Gryska	290,569	530,571		74.9	Oldham-Bianchi
15.	Steven King	285,890	467,505		77.5	Paul Rumbuc
16.	Randy Teyssier	277,658	329,728		72.6	Simon Arias
17.	Travis Picklesimer	274,863	370,783		72.3	Surace-Smith
18.	Marko Jankovic	272,479	327,021		75.2	Cohen-Cohen
19.	Matthew Conrad	269,899	380,436		74.5	Surace-Smith
20.	Kenneth Greer	266,824	353,789		74.6	Steve Greer

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt

ALL TIME RECORD: \$4,468,285 Net ALP

# Regional General Agents



**1. Thomas Vena**  
Pittsburgh, PA



**2. Robert Janev**  
Schaumburg, IL



**3. Patrick Bendure**  
Columbus, OH



**4. Brett Gryska**  
Rochester, NY



**5. Michael Vasu**  
Cleveland, OH

May Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Thomas Vena	\$441,939	\$711,605		71.1	Simon Arias
2.	Robert Janev	276,375	340,609		71.4	Sabrina Lloyd
3.	Patrick Bendure	271,415	503,390		72.3	Surace-Smith
4.	Brett Gryska	237,537	466,747		75.5	Oldham-Bianchi
5.	Michael Vasu	217,750	410,361		70.3	Surace-Smith
6.	Matthew Parks	189,525	281,382		74.4	Surace-Smith
7.	Joshua Olin	188,265	356,006		71.8	Altig-Orlovic
8.	Michael Laramie	182,034	258,712		71.5	Steve Greer
9.	Samuel Cohen	181,078	366,314		72.5	Fred Hadayia
10.	Paul Kelly	178,291	293,442		73.6	Steve Friedlander

ALL TIME RECORD: \$980,159 1st Six Mo Agt

ALL TIME RECORD: \$1,435,508 Net ALP

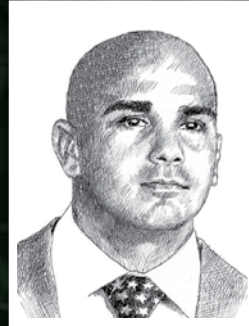
YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Thomas Vena	\$1,747,255	\$2,623,350		71.1	Simon Arias
*2.	Patrick Bendure	1,359,601	2,457,663		72.3	Surace-Smith
3.	Michael Vasu	1,229,111	2,093,541		70.3	Surace-Smith
4.	Brett Gryska	1,151,073	2,198,884		75.5	Oldham-Bianchi
5.	Paul Kelly	1,067,225	1,423,168		73.5	Steve Friedlander
6.	Robert Janev	1,052,732	1,323,951		71.4	Sabrina Lloyd
7.	Matthew Parks	760,841	1,177,038		74.4	Surace-Smith
8.	Michael Laramie	759,183	1,085,011		71.5	Steve Greer
9.	Levar Morgan	672,729	935,441		69.7	Theodore Pappas
10.	Robert Kanaan	618,869	872,544		70.0	Imran Satti

ALL TIME RECORD: TAINA LAMEKO \$5,230,627 1st Six Mo Agt

ALL TIME RECORD: \$8,242,209 Net ALP

# State General Agents

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.



**Simon Arias**  
CATEGORY I



**Eric Giglione**  
CATEGORY II



**David Ackerman**  
CATEGORY II



**Imran Satti**  
CATEGORY III



**Sabrina Lloyd**  
CATEGORY IV



**Philip Prata**  
CATEGORY V



**Jeremy Welch**  
CATEGORY VI



**Tiffany Roland**  
CATEGORY VII



**Cisco Perez**  
CATEGORY VIII



**Top Rookie**

**Javier Sandoval**  
Net ALP \$76,778



**Top Start-Up**

**Nigel Crowe**  
Net ALP \$67,956

Rookie and Start Up SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

**May**

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
<b>I</b>	<b>Simon Arias</b>		<b>69.9</b>	<b>\$678,983</b>	<b>\$537,500</b>	<b>126</b>	<b>22.4</b>	<b>149</b>
<b>II</b>	<b>Giglione-Ackerman</b>		<b>71.0</b>	<b>\$207,294</b>	<b>\$206,400</b>	<b>100</b>	<b>21.9</b>	<b>122</b>
<b>III</b>	<b>Imran Satti</b>		<b>74.3</b>	<b>\$213,641</b>	<b>\$163,400</b>	<b>131</b>	<b>51.6</b>	<b>182</b>
	Chris Hernandez		77.1	226,139	163,400	138	11.9	150
	Brandon Cooley		70.7	156,235	163,400	96	41.5	137
	Richard Correa		72.7	159,332	163,400	98	11.9	109
	Paul Rumbuc		73.5	150,332	163,400	92	16.4	108
<b>IV</b>	<b>Sabrina Lloyd</b>		<b>71.3</b>	<b>\$276,376</b>	<b>\$129,000</b>	<b>214</b>	<b>120.2</b>	<b>334</b>
	Joseph Diecedue		71.1	164,033	129,000	127	42.2	169
<b>V</b>	<b>Philip Prata</b>		<b>72.6</b>	<b>\$133,885</b>	<b>\$98,900</b>	<b>135</b>	<b>74.3</b>	<b>210</b>
<b>VI</b>	<b>Jeremy Welch</b>		<b>69.3</b>	<b>\$144,083</b>	<b>\$86,000</b>	<b>168</b>	<b>64.7</b>	<b>232</b>
	Dorian Oldham		76.0	98,455	86,000	114	39.1	154
	Desi Dimitrova		69.7	75,430	86,000	88	20.3	108
<b>VII</b>	<b>Tiffany Roland</b>		<b>75.2</b>	<b>\$135,506</b>	<b>\$68,800</b>	<b>197</b>	<b>89.7</b>	<b>287</b>
	Eric Neal		74.5	57,739	68,800	84	31.8	116
<b>VIII</b>	<b>Cisco Perez</b>		<b>69.3</b>	<b>\$48,638</b>	<b>\$55,900</b>	<b>87</b>	<b>87.1</b>	<b>174</b>

**YTD**

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
<b>I</b>	<b>Simon Arias</b>		<b>69.9</b>	<b>\$2,695,937</b>	<b>\$2,687,500</b>	<b>100</b>		<b>96</b>
<b>II</b>	<b>Giglione-Ackerman</b>		<b>71.0</b>	<b>\$982,729</b>	<b>\$1,032,000</b>	<b>95</b>	<b>12.0</b>	<b>107</b>
<b>III</b>	<b>Imran Satti</b>		<b>74.3</b>	<b>\$811,701</b>	<b>\$817,000</b>	<b>99</b>	<b>26.6</b>	<b>126</b>
	Chris Hernandez		77.1	777,441	817,000	95	17.9	113
	Brandon Cooley		70.7	674,646	817,000	83	14.1	97
<b>IV</b>	<b>Sabrina Lloyd</b>		<b>71.3</b>	<b>\$1,052,735</b>	<b>\$645,000</b>	<b>163</b>	<b>85.6</b>	<b>249</b>
	Joseph Diecedue		71.1	579,982	645,000	90	13.1	103
<b>V</b>	<b>Philip Prata</b>		<b>72.6</b>	<b>\$539,763</b>	<b>\$494,500</b>	<b>109</b>	<b>46.7</b>	<b>156</b>
<b>VI</b>	<b>Jeremy Welch</b>		<b>69.3</b>	<b>\$562,608</b>	<b>\$430,000</b>	<b>131</b>	<b>41.5</b>	<b>172</b>
	Dorian Oldham		76.0	381,736	430,000	89	11.3	100
<b>VII</b>	<b>Tiffany Roland</b>		<b>75.2</b>	<b>\$478,063</b>	<b>\$344,000</b>	<b>139</b>	<b>47.5</b>	<b>187</b>
	Eric Neal		74.5	280,135	344,000	81	28.9	110

**May**

Category	Name	Net to Gross	Retention	Net ALP
<b>Rookie</b>	<b>Javier Sandoval</b>		<b>70.2</b>	<b>\$76,778</b>
	Jason Adamo		73.1	69,029
	Christine Judge	89		65,141
	Gevorg Yanukyan		84.7	47,231
	Mack Doby	95		22,504
<b>Start-Up</b>	<b>Nigel Crowe</b>		<b>82</b>	<b>\$67,956</b>
	Scott Davis		75.9	58,075
	Chris Lussier	86		39,307
	Chad Panzer	88		35,100

**YTD**

Category	Name	Net to Gross	Retention	Net ALP
<b>Rookie</b>	<b>Jason Adamo</b>		<b>73.1</b>	<b>\$349,018</b>
	Christine Judge	89		306,113
	Javier Sandoval		70.2	259,756
	Gevorg Yanukyan		84.7	153,214
	Mack Doby	95		53,976
<b>Start-Up</b>	<b>Nigel Crowe</b>		<b>82</b>	<b>\$316,425</b>
	Scott Davis		75.9	218,394
	Chris Lussier	86		150,238
	Chad Panzer	88		105,767

# Public Relations



**1. Judy Spade**  
CATEGORY I  
Liberty Center, OH



**2. Polyna Berlin**  
CATEGORY I  
Sherman Oaks, CA



**1. Dianna Lueke**  
CATEGORY II  
Buford, GA



**2. Shelly Korb**  
CATEGORY II  
McDonough, GA



**1. Leo Van Den Bussche**  
CATEGORY III  
St Adolphe, MB



**2. David Blaisdell**  
CATEGORY III  
Goodlettsville, TN



**1. Tim O'Connor**  
CATEGORY IV  
Yukon, OK



**2. Christina Stableford**  
CATEGORY IV  
Raleigh, NC



**1. Jermaine Moore**  
Riverside, CA



**1. Louie Sanchez**  
Chatsworth, CA



**1. Judy Spade**  
Liberty Center, OH

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

ROOKIE: Reps with 2012 Hire Date

ICEBREAKER: Reps with 2013 Hire Date

PR MANAGER: Overall card growth at the end of the current month over previous year same month.

## May Production

Category	Rank	Name	Production in Cards	Manager
I	1	Judy Spade	7,518	OH/Michelle Baxter
	2	Polyna Berlin	3,973	Los Angeles/Jason Beckman
	3	Chuck Hill	3,743	N CA & Reno/Larry Strong
	4	Vivian Dwyer	2,678	VA/George Farenthold
	5	Malka Arony	1,314	AZ/Beth Farm
II	1	Dianna Lueke	1,544	GA/John Keliher
	2	Shelly Korb	1,488	GA/John Keliher
	3	Shey Stout	1,347	Dallas/Jay Bentley
	4	Robin Andrade	1,141	E MA & RI/Susan Kelleher
	5	Lacy Martin	922	Houston/Christa Davis
III	1	Leo Van Den Bussche	3,292	MB/Jacqueline deVooght
	2	David Blaisdell	1,978	TN & SW NC/Beth Farm
	3	Laura Wilson	1,625	MN/Erica Dalager
	4	William Verbeten	1,179	WI/Laurie Onasch
	5	Lisa McGee	994	CO/Cindy Cleary
IV	1	Tim O'Connor	2,448	OK/Jay Bentley
	2	Christina Stableford	2,096	NC/Beth Farm
	3	Amanda Mlinaz	1,895	WI/Laurie Onasch
	4	Ken Altizer	1,240	WV/Tami Williams
	5	Jason Ihle	1,128	NV/Malka Arony
Rookie	1	Jermaine Moore	1,144	San Diego/Malka Arony
IceBreaker	1	Louie Sanchez	1,148	Los Angeles/Jason Beckman

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

## YTD Production

Category	Rank	Name	Production in Cards	Manager
I	*1	Chuck Hill	20,898	N CA & Reno/Larry Strong
	*2	Malka Arony	15,129	AZ/Beth Farm
	3	Judy Spade	8,871	OH/Michelle Baxter
	4	Larry Lozano	8,378	N CA & Reno/Chuck Hill
	5	Polyna Berlin	6,439	Los Angeles/Jason Beckman
II	*1	Robin Andrade	8,180	E MA & RI/Susan Kelleher
	*2	Lacy Martin	5,441	Houston/Christa Davis
	3	Bernard Weaver	4,934	PA/Katherine Kidder
	4	Hether Adams	4,334	Houston/Christa Davis
	5	Erica Dalager	4,104	MN/Patti Morgan
III	*1	David Blaisdell	10,357	TN & SW NC/Beth Farm
	*2	Julia DiBartolomeo	4,790	AZ/Malka Arony
	3	Cheryl Cook	4,724	PA/Katherine Kidder
	4	Leo Van Den Bussche	4,561	MB/Jacqueline deVooght
	5	Robin Denham	4,522	KS & NW MO/Cindy Cleary
IV	*1	Amanda Mlinaz	7,601	WI/Laurie Onasch
	*2	Sue Akers	7,421	NE/Cindy Cleary
	3	Ken Altizer	6,192	WV/Michelle Baxter
	4	Diane Caballero	5,837	OK/Jay Bentley
	5	Christina Stableford	5,381	NC/Beth Farm

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER: 61,879 Cards

## PR Managers

### May Results

Rank	Name	Card Growth	Director
1.	Jason Beckman	6,662	Larry Strong
2.	Judy Spade	6,605	Michelle Baxter
3.	Jay Bentley	4,307	Patti Morgan
4.	Christa Davis	2,278	Patti Morgan
5.	Jacqueline deVooght	2,128	Debbie Enstedt

### YTD Results

Rank	Name	Card Growth	Director
*1.	Judy Spade	16,676	Michelle Baxter
*2.	Jay Bentley	14,742	Patti Morgan
*3.	Chuck Hill	14,124	Larry Strong
4.	Jason Beckman	11,526	Larry Strong
5.	Christa Davis	7,234	Patti Morgan

## Congratulations to our May Bonus Earners!

Hether Adams	Anna Guido-Rohrer	Robert Moran	Shey Stout
Marlene Alen	Jerry Hartnett	Tim O'Connor	Cynthia Syvanych
Rog Beaudro	Krissa Hensley	Nicole Pate	Sarah Thompson-Dufrechou
Polyna Berlin	Tyler Hoffman	Janis Pitts	Jessica Treybick
David Blaisdell	Katy Hogge	Gary Rothman	Lori Vaughn
Diane Caballero	Jason Ihle	Louie Sanchez	John Wagner
Richard Case	Shane Knowles	David Scalisi	Jace Wainwright
Amanda Cross	Shelly Korb	Nicole Schneider	Bernard Weaver
Travis Daniels	Donna LaMontagna	Crystal Senour	Laura Wilson
Robin Denham	Dianna Lueke	Anthony Simkovich	Paul Winslow
Julia DiBartolomeo	Amanda MacDonald	Patrena Smith	Yvonne Zarathustra
Darrell Dorey	Lacy Martin	Mario Soljan	
Mark Flemm	Lisa McGee	Donald Spohn	
Gale Gajardo	Mary Kay McPherson	Christina Stableford	
Lisa Guay	Amanda Mlinaz	Randy Stockley	

# WORLD'S GREATEST BONUS



**1** **BRUCE TAN**  
\$6,663  
Altig-Orlovic

**2** **CYNTHIA SITTI**  
\$6,066  
Simon Arias

**3** **MARK NEILSON**  
\$6,032  
Altig-Orlovic

**4** **ROGHIE HASSAN LOO**  
\$5,447  
Josh Chalom

**5** **TONE MUNRO**  
\$5,284  
Steve Friedlander

## MAY BONUS LEADERS

**May Bonus Payout: \$1,443,584**  
May Bonus Qualifiers: 3,052

\$6,663 Bruce Tan  
6,066 Cynthia Sittig  
6,032 Mark Neilson  
5,447 Roghie Hassan Loo  
5,284 Tone Munro  
5,258 Brian Welsh  
5,214 Ryan Kendl  
5,051 Sonia Ramirez  
4,841 Joshua Dishong  
4,711 Steven Stensrud  
4,612 Maijargal Sukhbaatar  
4,609 Katie Massart  
4,441 Tevita Tupouniua  
4,240 Ruben Soberanes  
4,124 Liliana Avila  
4,056 Max Quasem  
3,994 Jeffrey Pearce  
3,993 Daniel Toshner  
3,979 Dustin Dunbar  
3,771 Holly Lacey  
3,724 Danny Favreau  
3,710 Alan Sedaghat  
3,525 Vakhtang Nazaryan  
3,515 Ifeanyi Ufodu  
3,512 Jonni Ng  
3,494 Mark Bleier  
3,383 Richard Luzaich  
3,321 Ratu Kani  
3,292 Eloina Moreno  
3,277 Siutaka Vaka  
3,245 Massoud Vaziri  
3,224 Dustin Klingebiel  
3,165 David Ramirez  
3,162 Nicholas Walsh  
3,088 Alex Gonzales  
3,076 Erez Shabtay  
3,008 Sherry Schick  
2,940 Michael Burningham  
2,937 Mark Lomonaco  
2,872 Amy Shui  
2,869 Douglas Wagner  
2,864 Denville Loney

\$2,862 Roosevelt Jeanty  
2,845 Janice Moseychuck  
2,812 Beth Snow  
2,109 Jesusdieu Portilus  
2,800 Robert Ulreich  
2,792 Ryan Burden  
2,777 Scott Butler  
2,725 Jennifer Holliday  
2,662 Helen Taylor  
2,616 Roger Weisman  
2,608 Joshua Hache  
2,566 Fritznel Octave  
2,563 Yihao Chen  
2,547 Joseph Kennedy  
2,508 Douglas Bowling  
2,508 Brian Hutchings  
2,482 Sean Grant  
2,469 Tevita Maumau  
2,465 James Allen  
2,460 Sally Wilson  
2,432 Richard Carter  
2,425 Samson Adelufosi  
2,398 Miriam Heaton  
2,382 Nicole Wells  
2,376 Stephanie Novel  
2,371 Brock Lampee  
2,364 Kevin Holtz  
2,342 Lily Tchen  
2,339 Ishrana Ali  
2,334 Ronald Rivera  
2,312 Andrew Bishop  
2,312 Raymond Angeles  
2,303 Benjamin Ainscough  
2,302 Cherri Xie  
2,290 Soonalote Taogaga  
2,269 Tuirina Wehi  
2,262 Amandeep Gill  
2,256 Bradley Weigand  
2,248 Muhammed Ashraf  
2,220 Jerid Ferranti  
2,201 Orett Nelson  
2,185 Douglas Sibert  
2,157 Chad Davis

\$2,140 Michelle Crowe  
2,126 Meakie Grice  
2,109 Jesusdieu Portilus  
2,082 Patrick Fowler  
2,077 Verdell Coleman  
2,075 Tina Phongsavath  
2,074 Sandra Underwood  
2,069 Justin Germany  
2,049 Timothy Cruise  
2,030 Eugene Kashkin  
2,012 Ross Ewen  
2,010 Kalepi Fatai  
2,000 Kelly McDonald  
1,995 Pier-Luc Somers-Levesque  
1,976 Theodore Manigault  
1,974 Bernadette Casciato  
1,952 Sean Williamson  
1,950 Ronald To  
1,948 Daniel Armstrong  
1,932 Travis Petroff  
1,925 Susan daCruz  
1,924 Souleymane Bah  
1,913 Steven Sibelman  
1,907 Herivelto Pereira  
1,904 Janice Koch  
1,899 Samneang Prom  
1,897 Timothy Nolan  
1,896 Duni Olusegun  
1,883 Angie Dugas  
1,883 Preston Spence  
1,878 Gregory Graham  
1,857 Lora Beronja  
1,851 Troy Plummer  
1,848 Cristi Huffman  
1,815 Jason Carbajal  
1,810 Bert van der Werff  
1,804 Patrick Donovan  
1,780 Peter Hudousek  
1,778 Victoria Wippich  
1,773 Robbie Little  
1,773 Joey Sales  
1,765 Mildred Machuca

\$1,762 Kolofita Toutai  
1,760 Jesse Atatai  
1,759 Arnold Iacoviello  
1,751 Carley Hosley  
1,736 Charles Marshall  
1,733 Andrew Aaron  
1,730 Melissa Losk  
1,716 William Parmeter  
1,709 Kevin Haines  
1,704 Antoinette Smith  
1,703 Kasali Kotun  
1,698 Peter Kaplanis  
1,698 Lorena Barriere  
1,692 Richard Nypower  
1,690 Mario Andres Chavez  
1,685 Michelle Dennis  
1,675 Christopher Lynch  
1,669 David McCusker  
1,665 Akbar Hosseini  
1,661 Samvel Tigranyan  
1,648 Benita Jackson  
1,645 Raquel Hall  
1,633 Timothy Hayes  
1,617 Lesina Ah Sue  
1,616 Joyce Gay  
1,603 William Russell  
1,600 Barbara Drummond  
1,598 Vatapuia Vavau  
1,596 Scott Florin  
1,592 Jensen Millar  
1,588 John Nasti  
1,588 Malia Lokotui  
1,585 Lawrence Wittman  
1,583 Heather Miller  
1,581 George Lahamedjian  
1,576 Vonda Loi  
1,572 Lawrence Edens  
1,570 Christian Laboy  
1,566 Rita Charles  
1,566 Twalya Alexander  
1,564 Nickoy Hylton  
1,563 Ryan Vopat

\$1,557 Ritia Tokahere  
1,557 Michael van Delft  
1,555 Rosario DeLaTorre  
1,553 Matthew Logan  
1,549 John Cochrane  
1,549 Alex Rozotto  
1,545 Tamra Bloom  
1,544 James Franklin  
1,541 Daniel Bean  
1,540 Annemarie Diola  
1,533 Kelly Hassert  
1,528 Pauline Cresswell  
1,527 Kevin Ishikane  
1,527 Evan Reich  
1,522 Linda Wu  
1,521 Jamie Faulkner  
1,517 Agatha Safford  
1,517 Ryan Duffy  
1,506 Zheng Liang Liu  
1,493 Oscar Ortiz  
1,493 Lawrence Hauck  
1,492 Anand Jailall  
1,490 Larry Gatt  
1,487 Steven Bosworth  
1,480 Eric Thompson  
1,479 Tiare Hubbard  
1,469 Bevan Kanter  
1,465 Meghan Aubel  
1,463 Victoria Bolognese  
1,459 Daniel Burbridge  
1,456 Danielle Cortez  
1,454 Carolyn Havens  
1,444 Danielle Gomez  
1,440 Nika Chilton  
1,440 Harlan Pealer  
1,439 Ellen Schultz  
1,436 Yadollah Pourjalali  
1,435 Jacqueline Jaraba-Sanchez  
1,432 Bradley Kampmeier  
1,430 Filifilioteine Fakapelea  
1,426 Scott Remy  
1,426 Garrett Iida  
1,420 Alva Watkins  
1,416 Janel Wilder  
1,415 David Watkins  
1,413 Evelyn Nkwenti  
1,413 Catherine Pragosa  
1,412 Harvey Quinn  
1,405 Kyle Lewicki  
1,397 Desean Oku  
1,395 Carmela Pellen  
1,391 Omar Hashimi  
1,387 Vaimalaala Taufua  
1,387 Hunter Houvener  
1,386 Abigail Gardner  
1,385 Marcus Howard  
1,373 Tibor Simon  
1,373 Alexis Manriquez  
1,370 Regina Duval  
1,369 Lupe Tangulu  
1,369 Grant Myers  
1,367 Cherie Mohn  
1,367 John Nguyen  
1,366 Bryan Hurley  
1,366 Daniel Hanson

\$1,362 Randy Markland  
1,362 Lauren Coyne  
1,359 David Rigney  
1,354 Brian Gilmore  
1,343 Kevin Schuler  
1,337 Kristopher Tindle  
1,329 Lisa Erickson  
1,325 Michael Schumacher  
1,323 John Conard  
1,322 Jonathan Leitzel  
1,321 Jonathan Kitzmiller  
1,319 Jennifer Young  
1,318 Joseph Sarasin  
1,315 Anessa Martell  
1,314 Preeti Sahgal  
1,312 Thomas Thompson  
1,311 Jaman Testerman  
1,310 Kelly Roschbach  
1,309 Lisa Ediger  
1,308 Katalina Halaunga  
1,304 Samuel Vasquez  
1,304 Esmeralda Garcia  
1,302 Shawna Wheeler  
1,301 Larry Daniels  
1,299 Jason Hurley  
1,293 Carlos Arballo  
1,288 Benjamin Smith  
1,287 Debbie Moke  
1,285 Justin Crawford  
1,281 Jeremy Engrav  
1,281 Bernard Oliphant  
1,276 Ezinne Ogbonnaya  
1,276 Grace McQueen  
1,272 Jennifer Hobin  
1,269 Rachel Zimmerman  
1,262 Ana Pena  
1,261 Curt Snow  
1,259 Hakan Ozalpasan  
1,256 Mynor Lemus  
1,254 Jacqueline Lablanc  
1,242 Teresa Fox  
1,241 Mero Amo  
1,241 Bryant Kirksey  
1,239 Malia Seumanufagai  
1,239 Jacqueline Stewart  
1,231 Melinda-Rae Lyse  
1,230 Todd Engelson  
1,228 Lisa Gomez  
1,228 Darron Hacker  
1,225 Theresa Maasi  
1,219 Colin Wicks  
1,217 Phyo Phyo  
1,216 Collins Appiah  
1,215 Joshua Baker  
1,213 Melissa Mease  
1,211 John Franklin  
1,211 Jillian Libenson  
1,208 Toma Petelo  
1,207 Sathnarine Kumar  
1,207 Jason Theriot  
1,200 Robert Snively  
1,199 James King  
1,197 Bryan Czajkowski  
1,193 Lynn Doolittle  
1,193 Shorne Brown

\$1,193 Ryan Boomer  
1,191 Daniel Lafontaine  
1,179 Thomas Oldfield  
1,177 Eric Hidy  
1,175 Melinda Jacobs  
1,174 Matt Flores  
1,172 Ashley Wortman  
1,169 Ashley Lavelle  
1,168 Jianong Wu  
1,166 Justin Lilly  
1,166 Sabrina Marino  
1,165 Violetta Goldman  
1,163 Emmanouil Paragiou  
1,163 Michelle Witom  
1,163 Krystal Gordon  
1,160 Stuart McKenzie  
1,159 Thomas King  
1,158 David Palmer  
1,157 Anthony Jones  
1,156 James Quinlan  
1,152 Kevin Grenoble  
1,149 Chad Norton  
1,148 Gregory Reinbold  
1,148 Kyana Brooks  
1,146 Patrick Rieger  
1,140 Michael Woodcock  
1,135 Jose Poncesilva  
1,135 Bilal Farsakh  
1,133 James McLin  
1,127 Hans Owens  
1,127 Kristen Porter  
1,127 Jason Lee  
1,124 Ricardo Garavito  
1,122 Ryan Feehan  
1,121 Adelfa Parinas  
1,121 David Chen  
1,120 Ansumana Dualu  
1,111 Mark Knochel  
1,111 Virginia Lee  
1,110 Rose-Elizabeth Arbouet  
1,108 Dorothy Niederer  
1,107 Thomas Yarbrough  
1,106 Amanda Hubbard  
1,099 Samuel Clanin  
1,094 Jamey Haugen  
1,094 Todd Homer  
1,093 Ashley Walker  
1,092 Christian Lee  
1,092 Shannon Little  
1,090 Albert Binman  
1,086 Charles Fischer  
1,085 Joan Sugimoto  
1,083 Tracie Bettencourt-Mejias  
1,076 Steven Bensinger  
1,076 Amy Lucas  
1,067 Nathyely Garcia  
1,061 Jeffrey B Miller  
1,061 Mahmoud Ebrahim  
1,059 Daniel Dotson  
1,059 Cameron Severns  
1,057 Bryan Smagacz  
1,055 Ryan Leong  
1,054 Laurel Silva  
1,053 Corey Helly  
1,051 Maricela Picazo

\$1,050 David Leitch  
1,049 James Smith  
1,045 Andrea Barenholtz  
1,041 Tenisha Seay  
1,039 Alexander Koshevoy  
1,035 Joshua Cosentino  
1,035 Joshua Eden  
1,031 Alex Smith  
1,026 Enrico Paredes  
1,025 Sylvia Vidal-Reyes  
1,024 Antonio Bond  
1,020 Jacqua Jackson  
1,020 Roger Lance  
1,019 Kimberly Bland  
1,013 Corey Martin  
1,012 Christine Augustus  
1,011 Patricia Demarest  
1,010 Danette St Marthe  
1,009 Arie Davis  
1,009 Ho Tran  
1,004 Hal Fraser  
1,003 Thomas Reddoch  
1,003 Michael Johansen  
1,002 Steven Goodwin  
998 Cory Willard  
996 Arthurine Davis  
995 Alon Frazier  
995 Michelle Marone  
993 Teresa Woods  
992 Nola Sexton  
992 Cale Jasper  
989 Kasie Greenwalt  
988 Ibrahim Baath  
987 Christopher Cannon  
985 Jordan Albright  
984 Cintia Perez-Solano  
984 Jeanine Cox  
984 Michael Rodriguez  
981 Richard Resge  
979 Roger Lessa  
976 Jinzhou Zhao  
970 Raymon Reynolds  
970 Luis Galvez-Galvez  
968 Dawn Selden  
967 Russell Wollet  
965 Tracy Lepore  
964 Gregory Hayman  
961 Jonathan Lopez  
961 Victor Restrepo  
960 Kimberly Prezbindowski  
960 Katelynn Prukamp  
959 Gayle Remner  
957 Azhley Guardiola  
956 Mariangela Rodriguez  
954 Luseane Maumau  
953 Michael Coulthard  
952 Melanie Smith  
950 Cameron Bain  
948 Leighanne Tompko  
947 Emcic Aleman-Martinez  
947 Raimonda Simkoniene  
945 Shawn Peckham  
944 Molly Petrone  
944 Christine Weatherspoon  
943 Jordan May

## WORLD'S GREATEST BONUS - CONTINUED

\$938 John McDougald	\$850 Matthew Parker	\$793 Vincent Carl	\$731 Kenneth Ford	\$657 Zhenxing Chen	\$599 Miranda Mortensen	\$546 Diana Gonzales	\$512 Alison King
936 Enrique Mancilla	850 Michael Bailey	792 Tracy Haden	729 Thomas McConnell	657 Tracy Armstead	599 Alvin Shepherd	546 Austin Soboleski	511 Sarah Gilmore
934 Shirazali Bhimani	848 Andres DeJesus	792 Rebecca Unitas	727 Michael Sanders	657 Brandon Ragland	595 Mathew Hart	544 James Gallo	510 Stevan Savic
932 Meaghan Kehl	847 James Tyree	792 Cynthia Springer	726 Amber Burchett	655 Branden Griffin	595 Karl White	544 Michael Afford	509 William Gordon
932 Jeffrey Hall	847 Bibian Smith	792 Magdalenene Franklin-Holmon	725 Jacob Barfield	655 Joaquin Santos	593 Angelleah Dwyer	543 Brier Wilson	507 Joshua Mobley
930 Brett Knoblett	845 Lolomanaia Siale	790 Kitt Hunter	725 Elnaz Khalili	653 Aaron Wiebusch	592 Christopher Hammond	542 Komo Davis	505 Salome Fuimaono
930 LaTonya Tucker	845 Nicole Tidey	789 Steven Hoffman	725 Daniel Turnell	653 James Reddick	591 Pamela Hacker	541 Amarpal Jassal	505 Branden Billings
930 Nichole Day	844 Heather Grimm	787 Muhammad Khokhar	724 Sophia Powell	651 Timothy Johnson	590 Eric Leversen	541 Alvin Layne	505 Jeanette Luthi
928 Tek Poudyal	844 Ruben Racinos	787 Vicki Kingi	721 Oscar Flores-Najarro	651 Yonique Gordon	590 Madison Bendoski	541 Miguel Vargas	504 Lalofau Faaitiiti
926 Marianne Sullivan	843 Michael Turchetta	786 Richard Finn	720 Liekina Vailea	649 Lauren Landgraf	586 Ryan Tomajcik	539 Nasser Ahmadi	504 Armani Reyes
924 Susan Bedrossian	843 Crystal Adams	783 Donte Grant	720 Shannon Neville	648 Juston Moore	585 Dane Griffard	539 Abel Compres-Garcia	503 Eileen Dugan
924 Tyler McKnight	842 Tristan McAlister	783 Anita Ferris	716 Vicky Ducharme	646 Holly Oestreich	585 Kyle Butler	538 Matthew Cosic	503 Jurgita Pociute
924 Lleison Martinez	842 Juan Rosa	781 Jarrett Semler	716 Jintana Maleehual	646 Philip Kim	584 Eric Overholtzer	538 Sara Vaz	
922 Esther Pedroza	841 Larry Chick	779 Mykel Williams	715 David Higa	646 Zachary Bradshaw	583 Craig Lawson	538 Joseph Bostany	
920 Eric Palmer	841 Danielle Louis	779 Michael Sobel	713 Yauheni Kaniayeu	645 Brian Morse	581 Charlene Hollings	538 Shannon Dorsey-Dunlap	
920 Daniel Spears	840 Stephen Braverman	778 Dale Meyer	712 Patricia Lambert	645 Lorraine Torres	581 Heilala Siale	535 Andrew Bayang	
917 Lisa Groom	840 Altha Pappas	778 Sean Hansen	711 Patrick Guthrie	644 Douglas Simpson	580 Christina Poutai	533 Corey Follins	
916 Robert Simmen	840 Brenda Cubit	777 Paul LeBlanc	711 Maeghan Ward	643 Edward Hawthorne-Harris	579 Sashi Karan	532 Fiorella Valqui	
916 Brianna DiPietro	840 Sara Alghani	776 Casey Sperzel	710 Charles Reed	642 Ryan Painter	579 Stephen Hinojosa	532 Charles Lanham	
914 Eric Grimme	838 Franklyn Odum	775 Rachel Balasingam	709 Raymond Watson	641 Amanda Hogan	578 Ralph Matarese	531 Priscilla McClintock	
914 Tammy Risley	837 Fadi Farha	774 Roy Levy	709 Travis Kajiwara	639 Doris Williams	577 Raymond Spaulding	530 Felicia Tramel	
913 Kyle Larimore	835 Abubacarr Kanyi	774 Erin Dincola	708 Jesse Wise	638 Nicholas Powell	576 Christopher Oliver	530 Janice Reeder-Bernard	
912 Victor Rodos	834 Crystal Ridgway	773 Nancy Rojas	708 David Wright	637 Steve Marker	575 George Bandin	530 Hal Lawrence	
905 Zachary Suarez	832 Justin Adams	772 Aleshia Reynolds	705 Jessica Hill	637 Scott Montgomery	575 Kyle Ayer	529 Ivy Heke	
905 Andrew Giancarli	832 Andrew Smith	771 Victoria Perea	705 Nikolai Augustine	636 Michael Maiorano	575 Hal Klein	529 Ashley Richard	
904 Robert Tusler	831 Donnie Crosby	771 Dilshadahemad Khan	705 Eric Peyton	634 Karen Westfield	574 Teresa Alvarez	529 Joshua Franco	
902 Nestor Cuellas	830 Kirk Periccioli	767 Yvonne Pavlik	704 Selalongo Halatahitangi	633 Taylor Boyd	574 Halima Sharmin	529 Lisa O'Donnell	
900 Yvette Nelson	830 Michael Krause	766 Theresa Perea	702 Genesisjane Hall	632 Robert Schneiderman	572 Oswald Ortiz	529 Elizabeth Casey	
899 Dustin Edgell	830 Stephen Suintala	764 Timothy Frederick	702 Stacy Batson	632 Nathaniel Morse	572 Douglas Green	529 Adam Huck	
899 Javier Diaz	830 Steven Wills	764 Layne Ford	701 Nathan Williams	630 Matthew Helms	570 Mir Khan	528 Silvio D'Onofrio	
899 Kyle Wine	829 Brian Green	764 Jesse Cole	693 Carmela-Adryanna Valerio	629 Miguel Jerez	569 Gregory Millender	527 Nathan Bailey	
897 Jeffrey Fisher	828 Marsha Miller	763 Alexander Spooner	690 Douglas Zigby	628 Bonnie Williams	569 Benjamin Jerome	527 Chad Potts	
897 Daniel Jones	827 Idamis Nunez	763 Nolan Reid	687 Michel LaHaye	627 Cassandra Brooks	569 Michael Williams	526 Kara Schissler	
897 Richard Brock	825 Robert Crusoe	760 Jacqueline Gordon	687 Susana Vaai	623 Angela Hashman	568 Gregory Grady	526 Kelly Ward	
896 Sophie Canestrelli	825 Gisselle Hernandez-Nunez	760 Milad	686 Toriano Landau-bogan	622 William Shockley	567 Daniel Turley	526 Autumn Berman	
889 Andrew Hamilton	825 Amr Shater	759 Debbie Hardy	685 Jason Crawford	622 William Gannon	566 Robert Conway	525 Anthony Sava	
889 Danielle Barker	825 Montrece Braddy	758 Peter Wallace	684 Taniqua Johnson-Pino	618 Michael Harnanan	565 Mario DePinto	525 Brandon Gibson	
887 Bernardo Lopez	824 Emilio Strobale	756 Jamell Ramsay	679 Joevanny Gonzalez	617 Jason Engelman	565 Alicia Grill	524 Allison Hanson	
886 Niurka de Armas-Duran	823 Amber Strobach	756 Orby Kelley	677 Harvey Ridley	616 Javee Howard	565 Melody Short	523 Ryan Delgado	
884 Angela Waller	823 Philip Roffi	754 William Cole	675 Tamara Hampl	616 Ashley Matte	565 Beverly Bellrowe	522 Angel Boss	
884 Cleopatra Sola	822 Robert Virostek	752 Elizabeth Lo	675 Erikka Michaels	614 Casey Mason	564 Rami Tannenbaum	522 Yussuf Elzein	
881 Christina Pallante	822 Henry Fornet	752 Brittany Zuniga	675 Daniel Hathorn	613 Epenesa Frost	562 Joseph Burris	521 Leslee Christian	
879 Gary Bowen	822 Luqao Leota	751 Gregory VanSuch	674 Tammie Hartman	613 Patricia Simonds	561 Joshua Jackson	521 Timothy Mead	
879 Jameetri Washington	819 Juliana Coleman	751 James Buchanan	672 Edward Nottoli	613 Paul Thompson	559 Corey LaVigne	521 John Sayre	
879 Maydelin Gonzalez-Pereda	819 Tien V Nguyen	750 Mark Hart	670 Gabriel Manzo	612 Renisha Reid	557 Jeanette Skelley	521 Austin Lee	
878 Marva Lumar	818 Carey Harper	749 Abel Maciel	668 Megan Wynegar	611 Beverly King	557 Corey Hallam	520 Andrew Wagner	
878 Mark Harris	818 Karen Kleitch	749 Henry Santos	666 Kevin Rigney	610 Joseph Tomanovich	556 Jennifer Hernandez	520 Trisha Hawkins	
876 Suzana Serratos	817 Misty Fraser	748 Kasey Williamson	666 Christopher Hanson	610 Christopher Griffin	556 Joseph Cruickshank	520 Randy Langtimm	
876 Mary Berard	817 Michael Dalton	748 Martha Zelaya	665 Melodie Smith	607 Jonanna Smith	555 Steven Sparkes	520 Richard Charles	
868 Christopher Bartram	816 Nicole Conrad	746 Crystal Reeves	665 Joy Coleman	606 Samuel Buckwalter	554 Lawrence Broussard	519 Jacob Snyder	
866 Kirsten Anderson	814 Jaime Pilia-Arevalo	741 Reginald White	665 Phillip Nalbome	606 Jahara Lewis	553 Shayne Williams	518 Michael Musso	
866 Darrell Ballard	812 Shaun Johnson	741 Carly Ferraro	664 Brian Heisig	606 Rachel Fruin	552 Christopher Rodriguez	517 Eth Nay	
864 Niraj Patel	812 Van Robinson	740 Kenneth D Johnson	664 Nicole Neary	605 Jeannette Schneider	552 Ugo Menichelli	517 Denis Snyder	
862 Patrick Fraley	812 Gloria Mendez	736 James Harrison	663 Rebecca Westerman	603 Carol Ornellas	551 Lakiya Ivery	516 Dwight Collins	
858 Sosefina Fatai	810 Scott Smith	734 Cindy Ligsay	662 Michael Nowak	602 Lisa Englebert	551 Blu Swape	516 Ernestine Rush	
856 Rheba Willis-Crooms	804 Lora Rossi	734 Ronald Knight	662 David Nguyen	602 Kerry Williams	551 Brandi Robinson	515 Phillip Rubing	
855 Theodore Greer	803 Daniel Dilworth	732 Shauna Hannemann	661 Danyle Daniels	602 Joana Santillana	548 James DePetro	515 Madai Price	
854 Thomas Bowler	800 Granville Allard	732 Stephanie DiSanto	660 Sean Traylen	601 Gildardo Meza-Rengel	548 Elizabeth Wineera	515 Taufu Tapaatoutai	
854 Bradley Hookfin	798 Maureen Everick		659 Terence Thompson	601 Travis Vandenberghe	547 Gregory Koziarz	514 Musediq Abdul	
854 Milena Arceo	796 Gary Gooden		659 Nikki Crosby	600 Valeriy Shraybman	547 Ruth Charlesworth	513 Fawn Beckman	
854 Christopher Lopez	794 Sandra Linse		657 Randa Seman	599 Joshua Colvin	547 Anita Baker	513 Nicholas Borer	
						513 Melissa Perkins	

# LEADERSHIP BONUS

1



**OFA TUPOUNIUA**  
\$36,062  
Steve Friedlander

2



**MATTHEW PARKS**  
\$23,066  
Surace-Smith

3



**ROBERT KANAAN**  
\$19,216  
Imran Satti

4



**DOREEN RYAN-FOTI**  
\$16,312  
Jatoft-Foti

5



**MARIAN SERTLER**  
\$14,907  
Sabrina Lloyd

## MAY BONUS LEADERS

**May Bonus Payout: \$995,837**  
May Bonus Qualifiers: 904

\$36,062 Ofa Tupouniua  
23,066 Matthew Parks  
19,216 Robert Kanaan  
16,312 Doreen Ryan-Foti  
14,907 Marian Sertler  
11,866 Ryan O'Malley  
11,538 Sara Welch  
11,428 Haoyu Xu  
10,956 Bobby Gujral  
10,912 Travis Picklesimer  
10,894 Nicholas Lorence  
10,848 Maria Willgruber  
10,730 Ryan Wilson  
10,121 Raymond Risucci  
9,346 Denise Berrios  
8,729 Syed Quadri  
8,712 Jason Bratin  
8,648 Michael Mandella  
8,560 Albert Serur  
8,325 Zachary Hart  
7,855 Tara Weisz  
7,820 Kyle Johnson  
7,640 Zach Otto  
7,557 Michael Laramie  
7,397 Marko Jankovic  
7,343 Nicholas Moore  
7,239 Steven King  
7,183 Matthew Diulus  
7,167 Evan Holzhauser  
7,092 Matt Pflueger  
6,959 Ryan Bisanz  
6,909 Stephen Hill  
6,871 Stephen Jubrey  
6,689 Kaitlyn Brandt  
6,398 Magda Figueiredo  
6,333 Daniel Hartwig  
6,278 Randall Cook  
6,227 Thomas Vena  
6,176 John McGrath  
6,108 Randy Teyssier

\$5,933 Brian Schreiter  
5,917 Justin Adams  
5,770 Robert Dunn  
5,626 Henry Ingraham  
5,624 Brett Gryska  
5,450 Kenneth Greer  
5,444 Robert Janev  
5,417 Michael Clemente  
5,379 Phillip Jenkins  
5,162 Ryan Stenglein  
5,050 Ruben Santillana  
5,004 Craig Stropf  
4,927 Joshua Olin  
4,887 Kathryn Chaisson  
4,763 Joshua Jackson  
4,735 Nasr Quadri  
4,733 Matthew Conrad  
4,710 Harold Durana  
4,668 Ala Awad  
4,594 Bobby Szwaja  
4,542 Alexandra Graham  
4,495 Erin Allen  
4,439 Joshua Bloomquist  
4,353 Lucky Faaitiiti  
4,212 James Keefer  
4,133 Adeyemi Akinade  
4,039 Byron Paz  
3,909 Brooke Spain  
3,783 Samantha Sliger  
3,664 Elias Hazen  
3,593 Kelly Pilling  
3,575 Minh Phung  
3,518 Tony Geer  
3,458 Andrew McQuade  
3,439 Stephen Jeung  
3,413 Brodie Fischer  
3,392 Rodney Ward  
3,360 Jack Keiderling  
3,354 Krista Thieme  
3,332 Melne Lewis

\$3,243 Jonathan Maust  
3,131 Xavier MacLarty  
3,033 Timothy Wilson  
3,005 Jennifer Wehrle  
2,918 Darrell Asbell  
2,878 John Sparby  
2,839 Aaron Parks  
2,798 Richard Barbour  
2,778 Tina Phongsavath  
2,716 Dustin Dunlap  
2,695 AshLynn Orng  
2,694 Rita Haidinger  
2,686 Alex Torruella  
2,674 Brandon Schwed  
2,645 Cynthia Schneiderman  
2,630 Daven Hermosura  
2,622 Sione Maumau  
2,552 Levar Morgan  
2,545 Mike Bray  
2,490 William Oseroff  
2,460 Melinda-Rae Lyse  
2,412 Alfred Taren  
2,404 Hal Herman  
2,381 Jessica Santamarina  
2,368 Brian Welsh  
2,352 Michael Romeo  
2,321 Erik Boyd  
2,303 Anita Ferris  
2,293 Mark Corkrean  
2,252 Mavrick Fredericks  
2,205 Matthew Girard  
2,148 Brandon Teter  
2,132 David Iriye  
2,128 Hunter Houvener  
2,123 Chad Potts  
2,119 Joshua Cosentino  
2,117 Zachary Santino  
2,115 Faleuseni Maumau  
2,115 David Guzman  
2,113 Sharif Grays

\$2,113 Taina Lameko  
2,085 Kyle Taylor  
2,052 Erin Moyer  
2,038 Cara DeFiore  
2,007 Bryan Froneyberger  
1,992 Christopher Favor  
1,976 Gabriel Feldmann  
1,974 Volodymyr Derevyanyy  
1,960 Marc Salvaggi  
1,908 John Napiza  
1,883 Joy Nardone  
1,875 Zbigniew Stankiewicz  
1,864 Alta Herpel  
1,855 Lily Tchen  
1,837 Jacqueline Kosalek  
1,826 Derek Cotton  
1,819 Laaina Havea  
1,789 Ryan Leong  
1,788 Andrew Cavicchi  
1,783 Jordan Chalom  
1,782 Moli Kaufusi  
1,765 Mitch Duplantis  
1,759 Natalie Wagner  
1,757 Ronald Esmon  
1,755 Jessica Willhite  
1,670 Kyle Klipp  
1,655 Aaron Haynes  
1,636 Fernanda Vaslet  
1,604 Michael Roe  
1,590 Mark Kukielski  
1,574 Robert Nolan  
1,567 James Gallo  
1,557 Tevita Tupouniua  
1,544 Luay Ghawi  
1,523 Larry Gatt  
1,520 Matt Flores  
1,496 Daniel Bauer  
1,493 Blake Higuchi  
1,486 Jake Yagjian  
1,457 Darron Hacker

\$1,438 Mohammed Moalawi  
1,424 Kelly Ekker  
1,420 Amie McCracken  
1,417 Karolina Debek  
1,403 Samneang Prom  
1,374 Michelle Crowe  
1,364 Scott Kim  
1,351 Nicholas Triantafyllidis  
1,310 Charles Diulus  
1,310 Herman Fennell  
1,306 Aldina DaRosa  
1,306 David Wang  
1,302 Vincent Carll  
1,295 Humberto Quintero  
1,293 David Schanuel  
1,291 Nicole Sanders  
1,274 Drew Burdi  
1,268 Corey Neff  
1,259 Leya Kirchstein  
1,249 Rebecca Klebsch  
1,248 Gian-Paolo Diberardo  
1,241 Marcus Street  
1,239 Alexander Dorey  
1,227 Charles Ferrari  
1,227 Andrew Aaron  
1,215 Richard Dyer  
1,214 Reuben Rios-Cruz  
1,190 Kody Kramme  
1,180 Dustin Rushin  
1,165 Matthew Turnquist  
1,159 Ashley Wortman  
1,149 Lalitha Janardhanan  
1,114 Brenton Patterson  
1,112 Derek Franc  
1,106 Ileana Rosas  
1,101 Nathan Gay  
1,100 Robert Richman  
1,093 Caio Rosa  
1,077 Kevin Huber  
1,071 Drew Frazier  
1,066 Frank Colletti  
1,063 Janel Wilder  
1,059 Brandi Hershey  
1,055 Lincoln Kline  
1,049 Wendy Sotelo  
1,047 Maria Soliz  
1,038 Carl Carlberg  
1,036 Juan Cardona  
1,035 Dustin Brooks  
1,020 Sokol Fazliu  
1,020 Steven Cox  
1,012 Souleymane Bah  
999 Jean-Francois Diotte  
998 Sharon Brenner  
996 George Noujaim  
994 Vatapuia Vavau  
991 Robert Shafer  
991 Ashley Matte  
977 Todd Glazer  
968 Jesse Martin  
950 Andrew McCarthy  
943 Arie Davis  
940 Matthew Sturgeon  
929 Soonalote Taogaga  
927 Darren Miller  
922 Sosefina Fatai  
916 Randy O'Campo  
915 Devin Jump

\$913 Cherri Xie  
909 Reynolds Akuamo  
908 Thomas Soloweyko  
904 Tracy Barrett  
893 John Stankoski  
885 Tanner Daves  
871 Robert Phillips  
861 Devon Chapman  
855 Aundrey Beard  
851 Raphael Musto  
848 Charley Forshee  
848 Angela Willis  
838 Vicki Kingi  
836 Alex Grakhov  
830 Anthony R Wright  
828 Christina Black  
823 Christian West  
821 Levi Stearns  
820 Michael Musso  
811 Elaine Kulawiak  
810 Donald Dowbor  
802 David Hefflin  
790 Clinton Spaeth  
790 Nicholas Scordos  
785 Christopher Earle  
776 Albert Kauderer  
774 Paavo Cymanow  
769 Timothy Watson  
768 Ho Tran  
764 Nejala Mackey  
764 Derrick Coates  
760 Pamela Altman  
759 Phillip Rigoli  
754 Aaron Ralston  
752 Michael Shaba  
740 Bryon Welch  
738 Rivka Erlich  
737 William Myatt  
736 Victoria Perea  
735 Lockert Johnson  
732 Krystal Gordon  
732 Anastacio Baeza  
729 Mark Harhager  
729 Andy Jaikaran  
727 Darwin Roman  
725 Kelvin Fernandez  
719 Mark Hileman  
715 Trevor Mayer  
711 Brent Arbour  
711 Ryan Tucker  
711 Peter Van Der Westhuizen  
710 Anthony Rizzo  
710 Lisa Groom  
707 Richard Whyte  
697 Rakesh Ramkarran  
696 Jane Callies  
695 John Leggio  
692 Milica Zivkovic  
692 William Brookshire  
689 Rona Turner  
689 Erin Moore  
687 Alon Fischer  
687 Steven Sparkes  
679 Eric Gallant-Munroe  
673 Michael Lipetri  
655 Jeremiah Wiskeman  
655 John Nieves  
644 Sebastian Kazek

\$641 Brian Gilmore  
639 Roosevelt Wilson  
637 Maxx Schumann  
635 Virginia Lee  
618 Tilly Roebeck  
612 Dexter Phillip  
606 Christopher Hintz  
604 Timothy Kieran  
604 Christopher Straccialini  
593 Patrick Fowler  
589 Kevin Appasamy  
583 Shahab Mahdavinejad  
581 Jacklyn Tweeten  
580 Jeremie Dupuis  
580 Ibrahim Bah  
577 Melody Ferguson  
575 Mir Khan  
568 Todd Harding  
565 Jason Green  
565 Victor Schwenoha  
565 John Donovan  
563 David Broughton  
562 Jacob Kieffer  
554 Calvin Irving  
553 Dorothy Niederer  
549 Douglas Peak  
545 Norman Candelore  
544 Peter Hornbeck  
543 Andrew Wagner  
543 Daniel Walton  
540 Xander Davis  
538 Brandon Summerton  
537 Louis Giaglia  
537 Tay Krause  
534 Kevin Talbot  
533 Melissa Quintal  
528 Russell Holzer  
524 Jaison Gallagher  
519 Craig Alster  
519 Kenneth Johnson  
518 Brandon Hopf  
516 Bess Wilson  
514 John Conard  
513 Stephen Giddens  
512 Michael Russo  
512 Regina Duval  
511 Tere Diamond  
507 Orrin Tyson  
506 Brian Allt  
503 Daniel Potilechio



# SA/GA DIRECT CODE FIELD TRAINING BONUS

<b>1</b> 	<b>2</b> 	<b>3</b> 	<b>4</b> 	<b>5</b> 
<b>ALEX TORRUELLA</b> \$5,327 Sabrina Lloyd	<b>TONY GEER</b> \$4,403 Surace-Smith	<b>MIKE BRAY</b> \$4,173 Imran Satti	<b>ZACHARY SANTINO</b> \$4,078 Oldham-Bianchi	<b>ERIN MOYER</b> \$3,931 Giglione-Ackerman

- \$658 Jaman Testerman
- 652 Eric Ebbitt
- 650 James Gallo
- 648 Trevor Looney
- 643 Jesse Spencer
- 641 Patrick Mueller
- 637 Les Swain
- 633 Jonathan Collier
- 633 Brian Gilmore
- 630 Aaron Dunlap
- 627 Peter McEnaney
- 622 Gayle Remner
- 620 Krin Hall
- 610 Danessa Seward

- \$610 John Conard
- 609 Daniel Crichton
- 603 Amandeep Gill
- 602 Janel Wilder
- 601 David Polk
- 595 Katie Cetina
- 592 Joseph Cost
- 591 Jonathan Phillips
- 591 Andrew Creamer
- 588 Benjamin Ainscough
- 587 Elaine Kulawiak
- 580 Jesmond Grech
- 580 Beth Wilson
- 573 Jeffrey B Miller

- \$572 Aaron Dupras
- 569 David Frederick
- 566 Joseph Lillo
- 561 Frank Colletti
- 558 Liam Flaherty
- 552 Natasha Waltenbaugh
- 546 Stanislav Korzhiletskiy
- 544 Jeremie Dupuis
- 544 Kierra Goodwin
- 534 Raphael Musto
- 532 Myrle Salomon
- 531 Daniel Hwang
- 529 Yihao Chen
- 529 David Guzman

- \$524 Ijijeh Mantolino
- 523 Rory Larkin
- 523 Donald Hill
- 515 Paul Wood
- 512 Leroy Simpson
- 512 Keith Coscia
- 508 Timothy Watson
- 508 Fadi Farha
- 505 Blake Handrick
- 504 Nickoy Hylton
- 503 Lamar Livingston
- 503 Lisa M Richardson
- 502 Jamie Faulkner

# REINSTATEMENT BONUS

<b>1</b> 	<b>2</b> 	<b>3</b> 	<b>4</b> 	<b>5</b> 
<b>SAMI MOGANNAM</b> \$4,226 Jatoff-Foti	<b>NABIL SPAHI</b> \$2,186 Giglione-Ackerman	<b>EUGENE KASHKIN</b> \$1,557 Altig-Orlovic	<b>MITCHELL LOOK</b> \$1,486 Surace-Smith	<b>LINDA BYAS</b> \$1,038 Surace-Smith

## MAY BONUS LEADERS

**May Bonus Payout: \$354,742**  
May Bonus Qualifiers: 684

- |  |   |   |  |
|--|---|---|--|
| <ul style="list-style-type: none"> <li>\$5,327 Alex Torruella</li> <li>4,403 Tony Geer</li> <li>4,173 Mike Bray</li> <li>4,078 Zachary Santino</li> <li>3,931 Erin Moyer</li> <li>3,728 Alta Herpel</li> <li>3,514 Ronald Esmon</li> <li>3,208 Michael Roe</li> <li>3,185 Bryan Froneberger</li> <li>3,047 Larry Gatt</li> <li>3,030 Sione Maumau</li> <li>2,954 Charles Fischer</li> <li>2,733 Alexander Dorey</li> <li>2,646 Scott Davison</li> <li>2,621 Drew Burdi</li> <li>2,518 Leya Kirchstein</li> <li>2,483 Laaina Havea</li> <li>2,360 Tevita Tupouniua</li> <li>2,310 Marcus Street</li> <li>2,294 Ileana Rosas</li> <li>2,244 Aaron Haynes</li> <li>2,227 Brenton Patterson</li> <li>2,210 Ashley Wortman</li> <li>2,132 Karl Amlie</li> <li>2,082 Lincoln Kline</li> <li>2,081 Ruben Santillana</li> <li>2,053 Mohammed Moalawi</li> <li>1,997 Jean-Francois Diotte</li> <li>1,994 Gian-Paolo Diberardo</li> <li>1,982 Ashley Matte</li> <li>1,952 Samneang Prom</li> <li>1,937 Jesse Martin</li> <li>1,923 Derek Franc</li> <li>1,860 Vicki Kingi</li> <li>1,858 Soonalote Taogaga</li> <li>1,798 Reynolds Akuamoa</li> <li>1,742 Robert N Phillips</li> <li>1,721 Erin Moore</li> <li>1,721 Ryan Fickert</li> <li>1,709 Audrey Beard</li> <li>1,683 Andrew McCarthy</li> <li>1,660 Joshua Cosentino</li> <li>1,645 Christian West</li> <li>1,628 David Schanuel</li> <li>1,593 Benjamin Clabaugh</li> <li>1,591 Nicholas Triantafyllidis</li> </ul> | <ul style="list-style-type: none"> <li>\$1,587 Carl Carlberg</li> <li>1,580 Nicholas Scordos</li> <li>1,569 Anthony Wright</li> <li>1,534 Philip Roffi</li> <li>1,497 David Hefflin</li> <li>1,494 Charles Ferrari</li> <li>1,475 Rivka Erlich</li> <li>1,474 Ashlee Hutchins</li> <li>1,472 Victoria Perea</li> <li>1,448 Lockert Johnson</li> <li>1,420 Lisa Groom</li> <li>1,409 Mark Harhager</li> <li>1,393 Rakesh Ramkarran</li> <li>1,391 Jane Callies</li> <li>1,380 Anastacio Baeza</li> <li>1,372 Matthew Sturgeon</li> <li>1,358 Eric Gallant-Munroe</li> <li>1,352 Christopher Chovanec</li> <li>1,339 Andre McCallum</li> <li>1,334 Evergreen Am</li> <li>1,321 Lawrence Smith</li> <li>1,314 Krystal Gordon</li> <li>1,313 James Curtis</li> <li>1,312 DeAnthony Hartman</li> <li>1,309 John Nieves</li> <li>1,300 Devin Jump</li> <li>1,283 Clinton Spaeth</li> <li>1,281 Michael Musso</li> <li>1,278 Richard Whyte</li> <li>1,275 Ronald Rennich</li> <li>1,274 Maxx Schumann</li> <li>1,270 Virginia Lee</li> <li>1,265 Nathan Gay</li> <li>1,186 Patrick Fowler</li> <li>1,175 Tilly Roebeck</li> <li>1,169 John Napiza</li> <li>1,155 Kelvin Fernandez</li> <li>1,129 John Donovan</li> <li>1,127 David Broughton</li> <li>1,125 Jacob Kieffer</li> <li>1,122 Unique Hunnicutt</li> <li>1,120 Dexter Phillip</li> <li>1,110 Jennifer Judd</li> <li>1,107 Calvin Irving</li> <li>1,098 Douglas Peak</li> <li>1,089 Peter Hornbeck</li> </ul> | <ul style="list-style-type: none"> <li>\$1,086 Andrew Wagner</li> <li>1,066 Christopher Straccialini</li> <li>1,056 Russell Holzer</li> <li>1,045 Devon Chapman</li> <li>1,039 Craig Alster</li> <li>1,037 Brandon Hopf</li> <li>1,033 Shahab Mahdavinejad</li> <li>1,033 Bess Wilson</li> <li>1,024 Regina Duval</li> <li>1,013 Orrin Tyson</li> <li>1,011 Brian Allt</li> <li>1,011 Anthony Rizzo</li> <li>991 Steven Stensrud</li> <li>988 Pamela Altman</li> <li>984 Kelly Ekker</li> <li>984 Katherine Boggan</li> <li>983 Robert Chun</li> <li>979 Christine Jesoraldo</li> <li>976 Marta Cunha</li> <li>975 Michelle Crowe</li> <li>975 Peter Kwiatkowski</li> <li>970 Andrew Bayang</li> <li>966 Jennifer Young</li> <li>965 Polina Philbin</li> <li>964 Niessa Johnson</li> <li>963 Derron Alexander</li> <li>962 Jeremiah Wiskeman</li> <li>947 Roosevelt Wilson</li> <li>940 Marko Brkovic</li> <li>936 Todd Glazer</li> <li>934 Christian Fahey</li> <li>928 Richard Pazak</li> <li>927 Alyssa Huber</li> <li>921 Roberto Navarro</li> <li>902 Jason Gallagher</li> <li>895 Wendy Sotelo</li> <li>895 Milton Stewart</li> <li>893 Gordon Biggums</li> <li>891 Ronald Kutruff</li> <li>889 Jamal Simmons</li> <li>884 Paulo Miranda</li> <li>865 Mir Khan</li> <li>859 Corey Moore</li> <li>847 Jacklyn Tweeten</li> <li>846 Oscar Portillo</li> <li>844 Cindi Walker</li> </ul> | <ul style="list-style-type: none"> <li>\$842 Ataka Reed</li> <li>842 Leticia Fields</li> <li>841 I-Perfection Harris</li> <li>839 Mark Danner</li> <li>837 Dorothy Niederer</li> <li>827 Emmanuel Villasenor</li> <li>826 James Moland</li> <li>825 Leanne Clark</li> <li>823 Beatriz Noriega</li> <li>821 Shelley Suggett</li> <li>817 Eric Peyton</li> <li>812 Mevla Hasan</li> <li>811 Xander Davis</li> <li>807 Thomas Kijanowski</li> <li>801 Brittini Kwiecien</li> <li>797 Angela Willis</li> <li>796 Lleison Martinez</li> <li>784 Bruce Viaje</li> <li>784 Ashley Wenning</li> <li>783 Michael Russo</li> <li>782 Kevin Talbot</li> <li>781 Michael Shaba</li> <li>772 Jason Green</li> <li>764 Moli Kaufusi</li> <li>761 Kenneth D Johnson</li> <li>760 Jonathan Hobbs</li> <li>755 Gary Gooden</li> <li>752 Erna Gasanin</li> <li>744 Eder Ribeiro</li> <li>738 Shawntae Collins</li> <li>724 Manuel Chavez</li> <li>721 Milica Zivkovic</li> <li>717 Alan Pazmoran</li> <li>714 Nathanael Rathjen</li> <li>713 Christopher Botelho</li> <li>710 Marc Salvaggi</li> <li>709 Bradley Gaspard</li> <li>708 Daniel Bauer</li> <li>706 Maria Soliz</li> <li>703 David Rockway</li> <li>702 John Leggio</li> <li>699 Jose Carvajal</li> <li>681 Andjela Avram</li> <li>677 Stephen Giddens</li> <li>674 Crystal Neal-Little</li> <li>658 Anna Senra</li> </ul> |
|--|---|---|--|

## MAY BONUS LEADERS

**May Bonus Payout: \$54,970**  
May Bonus Qualifiers: 167

- |  |  |  |  |
|--|--|--|--|
| <ul style="list-style-type: none"> <li>\$4,226 Sami Mogannam</li> <li>2,186 Nabil Spahi</li> <li>1,557 Eugene Kashkin</li> <li>1,486 Mitchell Look</li> <li>1,038 Linda Byas</li> <li>1,032 Dason Phaul</li> <li>974 Musediq Abdul</li> <li>968 Bradley Weigand</li> <li>958 Jesusdieu Portilus</li> </ul> | <ul style="list-style-type: none"> <li>\$950 Gary Gottlieb</li> <li>882 Scott Smith</li> <li>879 Maurice Baritz</li> <li>814 Nicole Conley</li> <li>782 Danielle Swehla</li> <li>751 Ronald Rivera</li> <li>676 Ahmad</li> <li>Abdollahzadeh-Parsa</li> <li>675 Maria Ramirez</li> </ul> | <ul style="list-style-type: none"> <li>\$655 Gary Slocum</li> <li>627 Steven Mayo</li> <li>601 Peter Kaplanis</li> <li>596 Jay Lapidus</li> <li>587 Richard Walus</li> <li>569 Aaron Pohl</li> <li>560 Arthur Westergren</li> <li>558 Amber Oliver</li> <li>555 Maria Alcon</li> </ul> | <ul style="list-style-type: none"> <li>\$547 Gilbert Martinez</li> <li>524 Nikki Crosby</li> <li>522 Christine Weatherspoon</li> <li>517 Lily Tchen</li> </ul> |
|--|--|--|--|

**4 BONUS TOTAL: \$2,849,133**

**WORLDS GREATEST**  
\$1,443,584

**LEADERSHIP**  
\$995,837

**SA/GA TRAINING**  
\$354,742

**REINSTATEMENT**  
\$54,970

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Chalom Agency  
Contract Date 06/10/98  
Qualified May of 2013  
\$1,005,057 of Net ALP

## FOUNDERS CLUB

May 2013 Qualifiers — Outstanding Producers:



**Max Quasem**  
Cohen-Cohen  
28th Qualification  
\$80,346 Net ALP  
89.0 Ret



**Lily Tchen**  
Cohen-Cohen  
18th Qualification  
\$60,486 Net ALP  
82.6 Ret



**Ryan Kendl**  
Altig-Orlovic  
7th Qualification  
\$110,557 Net ALP  
84.7 Ret



**Roghie Hassan Loo**  
Josh Chalom  
7th Qualification  
\$84,699 Net ALP  
82.3 Ret



**Katie Massart**  
Altig-Orlovic  
6th Qualification  
\$83,370 Net ALP  
86.4 Ret



**Ruben Soberanes**  
Jatoft-Foti  
6th Qualification  
\$72,950 Net ALP  
78.6 Ret



**Jeffrey Pearce**  
Steve Friedlander  
1st Qualification  
\$65,783 Net ALP  
78.5 Ret

## Perspective



**Scott Smith**  
President  
& Chief Marketing Officer

## CONVENTION 2013

Convention is a favorite time of year for me because it is a time dedicated to being among the achievers, people who truly make a difference, not only in our great company but in the lives of so many of the working class. Congratulations to our award winners and qualifiers, as well as their spouses and significant others, without whom none of us could enjoy success.

I want to tell you something... I am a very fortunate man. I am fortunate to have the privilege to thank you for being how special you really are. I'm special too... but not nearly as special without the lessons I have learned attempting to be your coach.

I am fortunate because my professional career path has allowed me to continue my work as a coach. To this day I thank the man who told me that sales management was similar to coaching basketball. He said you recruit, you practice, you keep score, and you win or you lose, but in the world of business, I'd make a lot more money. He was right. Except he didn't tell me I needed to put 6,000 players on the court to win!

I have funny ways of measuring success. At one time, I figured if we could get \$50K of premium weekly from any city that had an NFL team, we would do well. That's been accomplished.

Another measurement of success I hope to experience someday — just once — someone will see my bag tag at an airport and say "Wow! American Income Life... what a great company!"

Some of you may recall that at the 2008 Convention, we sang "8675309" to Roger, meaning we needed to average \$8.76M per month the balance of 2008 to break the \$100M mark. Well, this year we are taking aim at \$175M, and, in 2014, we will smash \$200M! We have essentially doubled our sales in under six years!

How about this number: it took the company 52 years — until 2007 — to achieve \$370M ALP.

It took just six more years to double it: \$640M today!

In February of 2007 we had 2,300 agents. We closed May with nearly 5,600, double the size of the field force just over six years.

The numbers go on and on. But here is one I'm really proud of: in May we had the first \$15M month in the history of American Income Life!

We work in a Company that is both very giving and very forgiving. I can honestly say that most of us, including myself, would have never dreamed of achieving the levels of success and financial prosperity we all have had if we had not become American Incomers. While none of us are afforded the opportunity to start over, we all have been afforded the opportunity to rewrite our endings.

I saw an interview with Lebron James a few weeks ago and he was asked what drove him. He said, "It's simple; I'm in love with success."

- Let's never lose our love for success either. Collectively let's never stop driving to get bigger.
- Let's also not lose the love at the core of what we do, which is making communities better.
- Let's never lose the love of being there for one another during the tough times... and
- Let's never lose the love of congratulating one another in the best of times.
- Let's never lose the love for facilitating *Opportunity Unlimited*.

When we get to our desired destinations, let's not forget where we came from. Most of all let's not forget our families, both genetic and in the workplace. Very few have a family in the workplace like we do at American Income Life. Nothing really matters if you don't have a family. What drives me to be the best I can be, is you, because to me, you are my family. You can bank on me leaving it all on the field at the end of this contest for my family. Thank you for being my driving force. My success comes not from a degree, but from the empathy and love I have for you.

My dad, unfortunately, wasn't in my life for very long, but no question, he had and still has *influence*. At times, it may appear that I coach from an emotional standpoint. That's because he engrained in me that over time people will forget what you say and they will forget what you have done, but no one will ever forget how you treated them or how you made them feel.



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